
User Manuel

EurotaxForecast



Version 1.23.0771- Latest changes (19.07.2003)

Contents

Preface	5
Welcome to Eurotax Forecast	5
Using this manual	6
How to use this manual?	6
Program overview	7
General information about Eurotax Forecast	7
Starting Eurotax Forecast	8
Starting Eurotax Forecast	8
User Interface Description (screens, buttons, etc.)	9
Basic design of the screen.....	9
Toolbar 1.....	11
Toolbar 2.....	11
Statusbar	12
Quick Reference	13
Preface Quick Reference	13
Add a vehicle to an existing vehicle selection	13
Add all types of one model to an existing vehicle selection	13
Delete a single vehicle from the Vehicle Basket	13
Change predefined forecast parameters for a vehicle on the Vehicle List	14
Change predefined forecast parameters for several vehicles on the Vehicle List.....	14
Forecast a vehicle over severral (Multi Forecast).....	14
Change predefined forecast parameters for a vehicle on the “Residual Value”.....	14
Change vehicle options for a vehicle “Vehicle Options”.....	15
Change the colour calculation for a vehicle “Vehicle Options”	15
Change the desirability for a vehicle “Residual Value”	15
Compare a vehicle type over several countries (Single Comparator).....	15
Compare several vehicle types (Multi Comparator)	15
Print a Residual Values list.....	16
Print a Residual Values matrix for a Vehicle	16
Display a chart on basis of the vehicle list.....	16
Display a chart of the residual values matrix for a vehicle	16
Display a quote for calculating a forecast.....	16
Description of the processes	17
New Car Forecast	17

Single Selection New Cars	17
Single Comparator	24
Multi Selection New Cars	25
Used Car Forecast	32
Single Selection Used Cars	32
Multi Selection Used Cars	39
Multi Comparator	46
Multiple Forecast	46
Bulk Forecast	48
Import and Export	52
Export	52
Import	52
Reports	54
Forecast Reports	54
Report Vehicle List	54
Report Residual Value	55
Report Vehicle Options	56
Report Single Comparator	57
Report Multi Comparator	58
General Reports	59
Charts	60
Vehicle List Chart	60
Residual Value Chart	61
Default Settings	62
Forecast settings	62
Forecast parameters	62
Vehicle options	62
Vehicle colours	63
New Setting	63
Application Settings	64
Service	65
Economic Factors	65
Exchange Rates	65
User Profiles	66
Help	67
Getting Help	67
Licence	67
Info	68
Index	69

Preface

Welcome to Eurotax Forecast

Dear Customer,

Thank you for subscribing to Eurotax Forecast . Please find within this manual, the necessary information about the system. If you experience any problems please contact Eurotax Help Desk on (01932) 823 802. If you would like further information on the other products and services offered by Eurotax Information Services, please contact Customer Services on (01932) 823 823.

Using this manual

How to use this manual?

The following conventions are used with this manual.

Format Überschrift 1

Main Headings within this manual have been applied with this style.

Format Überschrift 2

Sub Headings within this manual have been applied with this style.

Format Überschrift 3

Instructions to be carried out are applied with this style.

	Important Notes, Hints & Tips are displayed within this format.
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Program overview

General information about Eurotax Forecast

Eurotax Forecast is a program designed to give the “User” the ability to forecast residual values for new and used cars and LCV’s on a pan-European scale.

Users are able to make adjustments to their Forecasts and easily view and compare any differences in their adjusted values against Eurotax predicted values.

Eurotax Forecast includes a Residual Value “Methodology” facility to help users understand how and why they obtained a specific value and see the impact of any adjustments they have made through an audit trail.

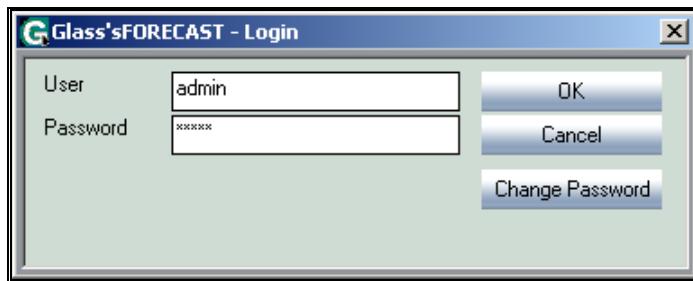
Forecast results can be printed or the data exported in .csv format for use in other applications.

Starting Eurotax Forecast

Starting Eurotax Forecast

Once the installation of Eurotax Forecast has been successfully performed, you can start the system on your Windows desktop by activating “**Start - Programs - Eurotax Forecast - Eurotax Forecast**”.

The following window will appear:



Type in “User” and the user’s “Password”.

Click **OK**.



To change the **Password**

Single click **Change Password**

Type in existing **Password**

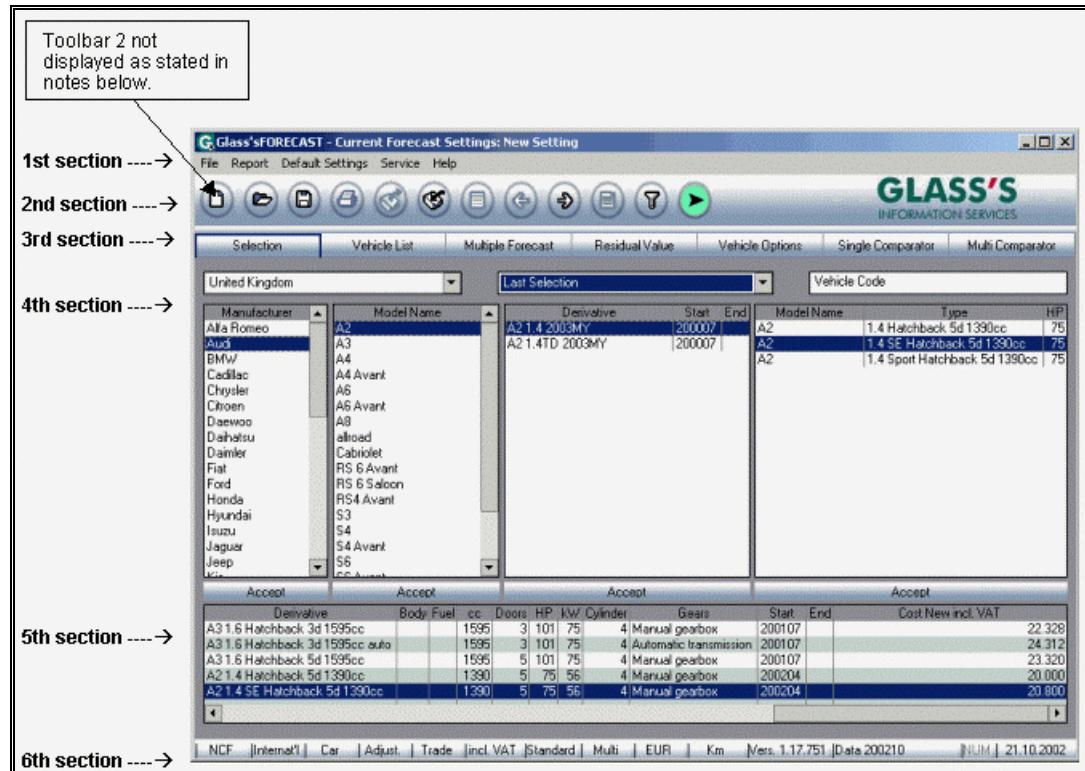
Type in new **Password**

Confirm new **Password**

Click **OK**

User Interface Description (screens, buttons, etc.)

Basic design of the screen



1st section - Menu Bar

File Menu - allows the user to save and open previous Forecasts, Export and Import Vehicle Forecasts in .csv format and print a report of the screen menu.

Report Menu - allows the user to view and print Eurotax Editorial and Independent reports in PDF format.

Default Setting Menu - allows the user to define both default application and Forecast settings.

Service Menu - allows the user to view economic and exchange rate settings and to configure users of the system.

2nd section - Toolbar(s)

There are two toolbars available to Eurotax Forecast: Toolbar 1 and 2. Toolbar 1 is a standard toolbar, which can be used to select commonly used functions within the system. Toolbar 2 is a configuration toolbar, which is used to define package parameters.

3rd section - Forecast Section Tabs

These tabs act as a prompt/aide memoir for successfully completing the step by step activities that are required to create a forecast.

4th section - Vehicle Selection

Four columns available for the selection of a vehicle(s) based on Manufacturer, Model, Derivative and Type.

5th section - Vehicle Basket

Selected vehicles will be contained and summarized in the Vehicle Basket.

6th section - Status Bar

Summarises application and forecast settings. By clicking on the adjustments you can access the same switches as toolbar 2 (i.e. from “incl. VAT” to “excl. VAT”).

Toolbar 1

When placing the mouse cursor over one of these buttons the system will give you a short explanation of what the button does in a hotspot on the screen.

	New - Creates a new forecast
	Open - Opens an existing and saved forecast
	Save - Saves a forecast
	Print - Prints the content of the current screen
	Export - Exports a group of vehicles and their forecast values
	Import - Imports a group of vehicles (the vehicle types are identified by a code)
	Chart - Plots residual values on a chart
	Back - Takes the user back to the previous screen
	Forward - Takes the user forward to the next screen
	Quote - Shows the methodology behind a forecast
	Filter – Enables vehicle selection through a filter e.g. Manufacturer and Market Segment (Mini, Small etc)
	Toolbar - Opens the Toolbar 2

Toolbar 2



After clicking this button , the Toolbar 2 with radiobuttons will be shown on the screen.



NCF	New Car Forecast
UCF	Used Car Forecast
International	International - the user can forecast vehicles which are sold in different European markets
National	National - forecasts can be produced for a single market
Car	Only cars can be forecasted
LCV	Only light commercial vehicles can be forecasted
Fixed	Forecasts can be calculated based on Eurotax data
Adjust.	Forecasts can be calculated based on both Eurotax data and on user adjustments
Trade	Shows the forecast of trade values
Retail	Shows the forecast of retail values (not available in all countries)
incl. VAT	Shows the forecast including VAT
excl. VAT	Shows the forecast excluding VAT
Standard	Standard selection (up to 199 vehicles at a time)
Bulk	A special functionality dependent on the licence, which enables you to select more than 199 vehicles at a time (i.e. all middle class vehicle from a specific manufacturer).
	Switch to return to Toolbar 1

Statusbar

| NCF | Internat'l | Car | Adjust. | Retail | incl. VAT | Standard | Multi | EUR | Km | Vers. 1.17.751 | Data 200210 | NUM | 21.10.2002

In addition to the toolbar settings named above in the statusbar, the current chosen status for the forecast type (single or multi) and the currency setting will be shown:

Multi	Multi Forecast - more than one vehicle can be forecasted at once and forecasted vehicles can be compared
Single	Single Forecast - one vehicle can be forecasted at a time
EUR	All amounts are displayed in EURO
National currency	All amounts are displayed in national currency, i.e. Pound.
Miles	Display the mileage unit

Quick Reference

Preface Quick Reference

Once the user is familiar with Eurotax Forecast , the following pages can be used as an aide memoir - giving the customer a quick check list of the main steps within the program.

Add a vehicle to an existing vehicle selection

Activate the “Selection” tab. Several vehicles are already shown in the vehicle basket.

Select a **Market** from the drop down box and the **Manufacturer**. The second column from the left will be populated with all appropriate models. Select a **Model Name** in the second column and Derivative in the third column. The fourth column will now be populated. Double click on the Vehicle Type you wish to Forecast, this will be added to the Vehicle Basket.

Add all types of one model to an existing vehicle selection

Activate the “Selection” tab. Several vehicles are already shown in the vehicle basket.

Select a **Market** from the drop down box and then a **Manufacturer**. The second column from the left will be populated with all models. Select a **Model Name** in the second column and the third will be populated. Double click the required **Model** in the third column and all types will be added to the Vehicle Basket .

Delete a single vehicle from the Vehicle Basket

Activate the “Selection” tab. Click on the vehicle you want to delete out of the Vehicle Basket and press **DEL** on your keyboard.

The Vehicle Basket will now only contain the vehicles you wish to Forecast.

Change predefined forecast parameters for a vehicle on the Vehicle List

Activate the “Vehicle List” tab. At least one vehicle should be shown in the vehicle list.

Select by clicking the vehicle, for which the forecast parameters shall be changed.

In the lower part of the screen change the parameters by clicking in the corresponding fields and typing in the new parameters. Directly after the input in one of the fields the previous calculated values for the current vehicle are set to “0”. Now click the button “RECALC”. The residual values are recalculated and shown in the table.

Change predefined forecast parameters for several vehicles on the Vehicle List

Activate the “Vehicle List” tab. Several vehicles should be shown in the vehicle list.

Select the vehicles, for which the forecast parameters shall be changed, by pressing **Ctrl+Shift** and clicking the vehicles.

In the lower part of the screen change the parameters by clicking in the corresponding fields and typing in the new parameters. Directly after the input in one of the fields the previous calculated values for the current vehicle are set to “0”. Now click the button “RECALC”. The residual values are recalculated and shown in the table.

Forecast a vehicle over several (Multi Forecast)

Follow the “Vehicle Selection” process.

Click on the “Multiple Forecast” tab. Click on the “Input Setting Name” box and enter your chosen settings name and click on the relevant settings e.g. 10,000 miles at 24 months. Click on “Use Chosen Settings” and click the “Execute” tab.

Change predefined forecast parameters for a vehicle on the “Residual Value”

Activate the “Residual Value” tab. The matrix shows the residual values dependent on mileage and contract duration. The predefined forecast duration and the predefined mileage are highlighted and shown in a special colour.

In the lower part of the screen change the parameters by clicking in the corresponding fields and typing in the new parameters. Now click the button “RECALC”. The residual values are recalculated and shown in the table. The chosen forecast duration and the chosen mileage are highlighted and shown in a special colour.

Change vehicle options for a vehicle “Vehicle Options”

Activate the “Vehicle Options” tab. You may choose various additional vehicle options, whose value is to be considered in the residual values forecast.

Choose the option that you want to be included in the forecast by selecting the corresponding option row.

Change the colour calculation for a vehicle “Vehicle Options”

Activate the “Vehicle Options” tab. The influence the vehicle colour has on the resale value can be set to positive or negative.

Select the radio-button “**good**” in order to influence the value positively and “**bad**” in order to influence the value negatively.

Change the desirability for a vehicle “Residual Value”

Activate the “**Residual Value**” tab.

Click in the field “**Desirability**” and choose a percentage in order to increase or reduce the forecast value according to the entered value. Press RECALC.

Compare a vehicle type over several countries (Single Comparator)

Activate the “**Single Comparator**” tab.

The system shows all vehicle types from other available markets that are comparable to the active vehicle (subject to the user licence).

Compare several vehicle types (Multi Comparator)

Activate the “**Multi Comparator**” tab.

The system shows all vehicles from the Vehicle Basket compared to the active vehicle.

It is a prerequisite to have several vehicles in the Vehicle Basket.

Print a Residual Values list

Activate the “**Vehicle List**” tab.



Click the button

The system will collect all necessary information about the forecasted vehicles and print the list.

Print a Residual Values matrix for a Vehicle

Activate the “**Residual Value**” tab.



Click the button

The system will collect all necessary information about the matrix of the current vehicle and the list will be printed.

Display a chart on basis of the vehicle list

Activate the “Vehicle List” tab.



Click the button

The system will collect all the necessary information, open a new window and show the course of the residual values for all vehicles on the vehicle list as a chart.

Display a chart of the residual values matrix for a vehicle

Activate the “Residual Value” tab.



Click the button

The system will collect all the necessary information, open a new window and show the course of the Eurotax and user adjusted residual values of a current vehicle as a chart.

Display a quote for calculating a forecast

Select the “Residual Value” tab,

You can view a calculation method for the currently marked vehicle.



Click the button “Quote”. A new window will open, displaying the methodology for calculating the residual value forecast.

Description of the processes

New Car Forecast

To create a forecast:



Activate the button “Toolbar” and click “NCF” (New Car Forecast).



Note:

The possibilities for adjustments in the Toolbar 2 are dependant on the user licence.

Single Selection New Cars

To forecast vehicles for more than one market, select “International”.

Click “Car” to view car or “LCV” to view LCV.

If you select “Fixed”, the forecasts will be made exclusively on the basis of Eurotax data.

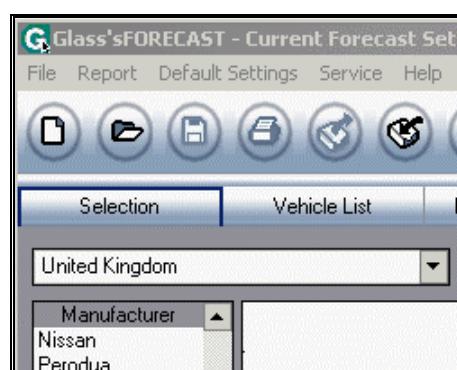
If you select “Adjust” the parameters set by the user will also be used for the calculation of the forecasts.

If you select “Percent” in the evaluations you get data in percent and “Amount” delivers absolute values (amounts).



To switch back to Toolbar 1 Click on

Select the required market The market selection is made by opening the **drop down box** in the upper left corner and selecting the desired **Market**.



To add a vehicle into the vehicle basket

Single click the required **Manufacturer** e.g. "Audi"

Single click the required **Model Name** e.g. "A2"

Single click the required **Derivative** e.g. "A2 1.2 2002 MY"

Double click the required vehicle from the **Type Column** e.g. "1.4 Hatchback 5d 1390cc"

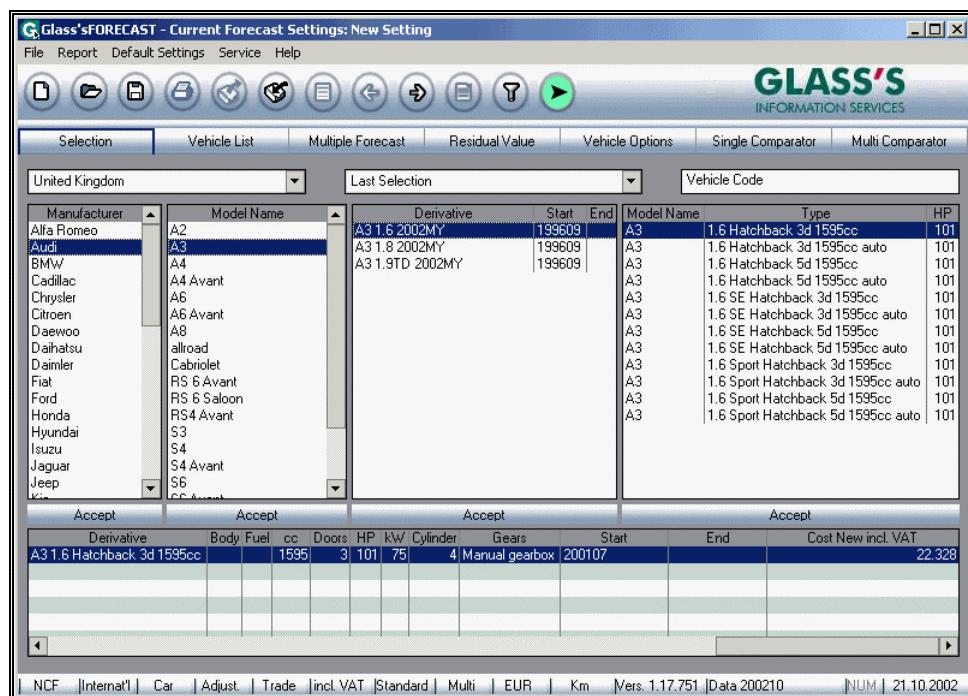
The selected vehicle will be added into the **Vehicle Basket**

To delete a vehicle from the Vehicle Basket

Single click the vehicle to be deleted from the basket

Press [DELETE]

Repeat as necessary



Explanation of the Selection Column Headings:

Manufacturer	Manufacturer
Model Name	Model Range e.g. A2, A3, A4
Derivative	Model type name
Start	Year and month of vehicle introduction
End	Year and month when the vehicle finished production
Type	Model type in detail (not U.K. market)
HP	Horsepower

Explanation of the Vehicle Basket Headings:

Market	Where the vehicle will be sold
Vehicle Code	Vehicle code

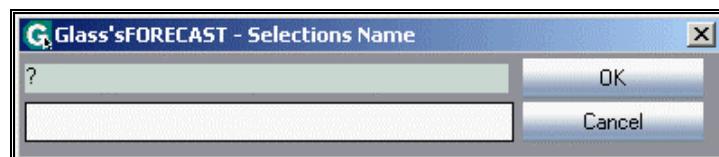
Manufacturer	Manufacturer
Derivative	Model type
Body	Body type e.g. Saloon, Hatchback
Fuel	Fuel type e.g. Petrol, Diesel
CC	Cubic Capacity
Doors	No. of doors
HP	Horsepower
kW	kilowatts
Cylinder	No. of cylinders
Gears	Gearbox type e.g. Manual or Automatic
Start	Year and month of vehicle introduction
End	Year and month when the vehicle finished production
List price	List price of the new car in current currency



To **Save** vehicle selected

Single click **File, Save** or **Ctrl+S**

The following window opens:



Type in a name for your selection and click **OK**.

You can later restore the saved selection. Single click **File, Open** or **Ctrl+O** and choose the selection name from the list.

To Activate **Vehicle List**



The residual value for the selected vehicle has now been Forecast and is displayed in a list format

The screenshot shows the Glass's FORECAST software interface. At the top, a menu bar includes File, Report, Default Settings, Service, and Help. The title bar reads "Glass's FORECAST - Current Forecast Settings: New Setting". The main window has a toolbar with various icons. The top menu bar has tabs for Selection, Vehicle List, Multiple Forecast, Residual Value, Vehicle Options, Single Comparator, and Multi Comparator. A sub-menu bar below Selection says "Drag a column header here to group by that column." A table displays vehicle data with columns: Market, Manufacturer, Type, Fuel, Doors, Gearbox, F'cast Period Mths, Miles p.a., User RV, Glass's RV, User RV amount incl. VAT, and Cost new. The first row shows "GB Audi A3 1.6 Hatchback 3d 1595cc" with "3 Manual gearbox". Below the table are forecast parameters: Age (Mths) 0, Del. Time 0, Delivery Date 21.10.2002, F'cast Period 36, Contract Exp. 21.10.2005, Disposal 0, RECALC, Start Miles 0, Miles p.a. 30.000, Total Mileage 90.000, Desirability (%) 0.0, and Purchase Price incl. 0. At the bottom, there are links for NCF, Internal, Car, Adjust., Trade, incl. VAT, Standard, Multi, EUR, Km, Vers. 1.17.751, Data 200210, NUM, and 21.10.2002.

Explanation of the Vehicle List Headings:

Market	Where the vehicle will be sold
Manufacturer	Manufacturer
Type	Model type
Fuel	Fuel type e.g. Petrol, Diesel
Doors	No. of doors
Gearbox	Gearbox type e.g. Manual or Automatic
Forecast Period Mths	Forecast period in months
Miles p.a.	Planned mileage p.a.
User RV	User adjusted residual value as %
Eurotax RV	Eurotax residual value as %
User RV amount	User adjusted residual value as amount
Eurotax RV amount	Eurotax residual value as amount
Cost new	New price of the new car in current currency
Purchase Price	Purchase Price of the vehicle
Purchase Price %	Purchase Price of the vehicle in %



Certain Forecast parameters can be modified. In the bottom area of the screen are input fields which can be used to define basic parameters for the calculation of the vehicle:

To change the Forecast Parameters within the Vehicle List

Single click the vehicle

Change the required parameters at the bottom of the screen

Click **RECALC**

Age [Mths]	0	Del. Time [Weeks]	0	Delivery Date	21.10.2002	F'cast Period Mths	36	Contract Exp.	21.10.2005	Disposal [W]
RECALC				Start Miles	0	Miles p.a.	30.000	Total Mileage	90.000	Desirability (%)
				Purchase Price incl. VAT	0					
Age (Mths)										
Age of the vehicle in months at the time of the forecast ((only available for used vehicles)										
Del. Time (Weeks)										
Delivery time for the new vehicle (only available for new vehicles)										
Delivery Date										
Expected delivery date for the new vehicle (only available for new vehicles)										
F'cast Period (Mths)										
Forecast period in months										
Contract Exp.										
Contract expiry date										
Disposal (Weeks)										
Number of weeks before the vehicle is to be disposed										
RECALC										
Recalculate the residual values (after changing parameters)										
Start Miles										
Start mileage at the time of the forecast (only available for used vehicles)										
Miles p.a.										
Planned number of miles per year for the vehicle										
Total Mileage										
Start mileage (if applicable) plus miles p.a. multiplied by Forecast Period divided by 12 (mths)										
Desirability (%)										
Desirability factor of vehicle in percentage format to increase or decrease forecast value										
Purchase Price										
Purchase Price of the vehicle incl. VAT										



Directly after the input in one of the fields the previous calculated forecast values for the current vehicle are set to "0", until the recalculation is started.

Residual Value:

Residual values for each vehicle are shown in a matrix format with values dependent on mileage and contract duration. The predefined contract duration and mileage are highlighted in red within the matrix. Values can be shown in either percentage or value amount and it is possible to see the methodology behind the residual value calculation.. The Forecast parameters can be modified for each vehicle as described in the previous section.

To change the format of the values within the matrix:

Select the relevant vehicle from the Vehicle List

Select the **Residual Value** tab from the **Section** tab

Click the required radio button **Percent/Amount** in the top right corner of the screen

The scrollbar at the bottom of the matrix enables you to see durations from 6 up to 72 months

GB Audi A3 1.6 Hatchback 3d 1595cc														Percent		Amount	
Months																	
	6	12	18	24	30	36	42	Eurotax	User	Eurotax	User	Eurotax	User	Eurotax	User	Eurotax	User
km/yr	Eurotax	User	Eurotax	User	Eurotax	User	Eurotax	Eurotax	User	Eurotax	User	Eurotax	User	Eurotax	User	Eurotax	User
10.000	19.274	19.274	16.755	16.755	15.611	15.611	13.558	13.558	12.645	12.645	10.949	10.949	10.107	10.107	10.107	10.107	
20.000	19.086	19.086	16.429	16.429	15.160	15.160	13.040	13.040	12.045	12.045	10.328	10.328	9.384	9.384	9.384	9.384	
30.000	18.728	18.728	15.814	15.814	14.309	14.309	12.061	12.061	10.915	10.915	9.165	9.165	8.133	8.133	8.133	8.133	
40.000	18.373	18.373	15.200	15.200	13.456	13.456	11.083	11.083	9.786	9.786	8.000	8.000	6.883	6.883	6.883	6.883	
50.000	18.018	18.018	14.586	14.586	12.605	12.605	10.107	10.107	8.654	8.654	6.837	6.837	5.632	5.632	5.632	5.632	
60.000	17.659	17.659	13.971	13.971	11.755	11.755	9.130	9.130	7.525	7.525	5.672	5.672	4.381	4.381	4.381	4.381	
70.000	17.304	17.304	13.358	13.358	10.904	10.904	8.154	8.154	6.395	6.395	4.507	4.507	3.131	3.131	3.131	3.131	
80.000	16.949	16.949	12.744	12.744	10.053	10.053	7.176	7.176	5.266	5.266	3.344	3.344	3.344	3.344	3.344	3.344	
90.000	16.590	16.590	12.130	12.130	9.203	9.203	6.200	6.200	4.134	4.134							

To display further information on the Vehicle:

Select the vehicle from the Vehicle List

Select the Residual Value tab from the Section tabs

Click the Vehicle Link (vehicle name) in the top left hand corner of the screen. A new window will open displaying vehicle information relevant to the vehicle selected:

Glass'sFORECAST - Vehicle Info	
Market	GB
Manufacturer	Audi
Type	A3 1.6 Hatchback 3d 1595cc
Start	200107
Body	
cc	1595
HP	101
Fuel	
Gearbox	Manual gearbox
Cylinder	4
Drive Type	Front wheel drive
List Price	19.002,55
Options Price	0,00
Cost New incl. Options	19.002,55
National Car Taxes	0,00
VAT	3.325,45
Total Cost New (inc. Options/VAT)	22.328,00

Click on “X” to close the window

To display the Methodology behind the Residual Calculation:



Click the button “Quote” a new window will open displaying the methodology for calculating the residual value forecast.

Glass'sFORECAST - Methodology		
Glass'sFORECAST		
Audi A3 1.6 Hatchback 3d 1595cc		
Print	Glass's	User
Cost New incl. VAT	22.328,00	22.328,00
Options Price incl. VAT	0,00	0,00
Cost New (inc. Options) incl. VAT	22.328,00	22.328,00
Unadjusted Residual Value incl. VAT	9.904,00	9.904,00
Options incl. VAT	0,00	0,00
Seasonality incl. VAT	-227,20	-227,20
Plate incl. VAT	0,00	0,00
Colour incl. VAT	0,00	
Econometric Factor incl. VAT	670,40	670,40
Lifecycle depreciation incl. VAT	0,00	0,00
Mileage incl. VAT	-1.182,40	-1.182,40
Desirability (%) incl. VAT	0,0	
Residual Value Amount incl. VAT	9.164,80	9.164,80
Residual Value Percent	41	41

Here you see the calculation method for the selected vehicle. The comparison between the Eurotax Data and the values referring to the user's calculation are shown here.

Click on "X" to close the window

Vehicle Options

Standard and Optional Fit Vehicle Options are listed for each vehicle based on the Eurotax data sources. The Optional Fit items can be selected for a vehicle as these may have a bearing on the calculated forecast. Each option, that you select in the column, will be counted. Already ticked options are standard options which cannot be deselected.

GBAudi A3 1.6 Hatchback 3d 1595cc		
Manual gearbox		
Option Depreciation Method		
<input type="radio"/> As 0 %		
<input checked="" type="radio"/> As Glass's		
Colour Adjustment	Good	Bad
User	0	0
Glass's	265,6	-265,6
Other	0	0
Neutral		
Seasonality on\off	On	Off
Cost New (excl. VAT)	19.002,55	
New Price of Options (excl. VAT)	0,00	
Cost New inc. Options (excl. VAT)	19.002,55	
National Car Taxes	0,00	
VAT	3.325,45	
Total Cost New (inc. Options\VAT)	22.328,00	

<input type="checkbox"/> 6 CD Autochanger	64
<input checked="" type="checkbox"/> Air Bag Passenger ()	Standar
<input checked="" type="checkbox"/> Alarm (Volumetric)	Standar
<input checked="" type="checkbox"/> Anti-Lock Brakes ()	Standar
<input checked="" type="checkbox"/> Central Door Locking (Remote)	Standar
<input type="checkbox"/> Cruise Control	52
<input type="checkbox"/> Electric Slide/tilt Glass Sunroof with Pre-select	1.28
<input checked="" type="checkbox"/> Electric Windows (Front)	Standar
<input type="checkbox"/> Electronic Climate Control	2.08
<input type="checkbox"/> Leather Upholstery	2.50
<input type="checkbox"/> New Style Fog Lights Intergrated into Front Apron	32
<input type="checkbox"/> Paint Metallic	63
<input type="checkbox"/> Paint Pearl Effect	63
<input checked="" type="checkbox"/> Power-Assisted Steering ()	Standar
<input type="checkbox"/> Satellite Navigation System	2.08
<input checked="" type="checkbox"/> Seat Height Adjustment (Driver/Passenger)	Standar

The influence the vehicle colour has on the resale value may be set to positive or negative.

Seasonality is a calculation method dependent on seasons. It can be switched on and off.

In the left lower corner various price information are shown, partly influenced by the chosen vehicle options.

Single Comparator

Activating the "Single Comparator" tab, the system shows all vehicle types from other available markets that are comparable to the active vehicle (subject to user licence).

Single Comparator		
Market	GB	D
Manufacturer	Audi	AUDI
Type	A3 1.6 Hatchback 3d 1595cc	A3 1.6 Attraction
Start/End	01.07.2001 -	01.08.2000 -
Body Style/Doors	/3	/3
cc	1595	1595
kW/HP	75/101	75/102
Fuel		Benzin
Transmission/Gears	Manual gearbox/5	Manuelles Getriebe/5
Cylinder	4	4
Drive Type/Engine Position	Front wheel drive/	Vorderradantrieb/
		Difference
		Amount %
Cost New	19.248,28	15.775,86 -3.472,41 -18
Options Price	0,00	0,00 0,00
Cost New incl. Options	19.248,28	15.775,86 -3.472,41 -18
National Car Taxes	0,00	0,00 0,00
VAT	3.079,72	2.524,14 -555,59 -18
Total Cost New (inc. Options/VAT)	22.328,00	18.300,00 -4.028,00 -18
Forecast Residual Value (amount)	0,00	10.172,00 10.172,00 56
Forecast Residual Value (percent)		56 56

The upper two thirds of the screen show the technical data for the compared vehicles. In the lower third you can see a comparison of prices and residual values as amounts and in percent.



Dependent on the resolution of the monitor you will see 3 or more vehicles at a time on the screen. The vehicles which are not shown can be made visible by scrolling to the right with the scrollbar below the comparator.

The following table provides an overview, during which process step the functions report, chart and export are available:

Tab	Report	Chart	Export
Selection			
Vehicle List	X	X	X
Residual Value	X	X	
Vehicle Options	X		
Single Comparator	X		
Multi Comparator	X		
Bulk List	X		X

X = the function is available

You will find the description of the functions on the chapters “Reports”, “Charts” and “Import and Export”.

Multi Selection New Cars

To forecast vehicles for more than one market, select “International”.

Click “Car” to view cars or “LCV” to view LCV. If you select “Fixed” the forecasts will be made exclusively on the basis of Eurotax data.

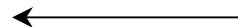
If you select “Adjust” the parameters set by the user will also be used for the calculation of the forecasts.

If you select “Percent” in the evaluations you get data in percent and “Amount” delivers absolute values (amounts).



Switch back to Toolbar 1 Click on

Select the required market The market selection is made by opening the **drop down box** in the upper left corner and selecting the desired **Market**.



To add a vehicle into the vehicle basket

Single click the required **Manufacturer** e.g. “Audi”

Single click the required **Model Name** e.g. “A2”

Single click the required **Derivative** e.g. “A2 1.2 2002 MY”

Double click the required vehicle from the **Type Column** e.g. “1.4 Hatchback 5d 1390cc”

The selected vehicle will be added into the **Vehicle Basket**

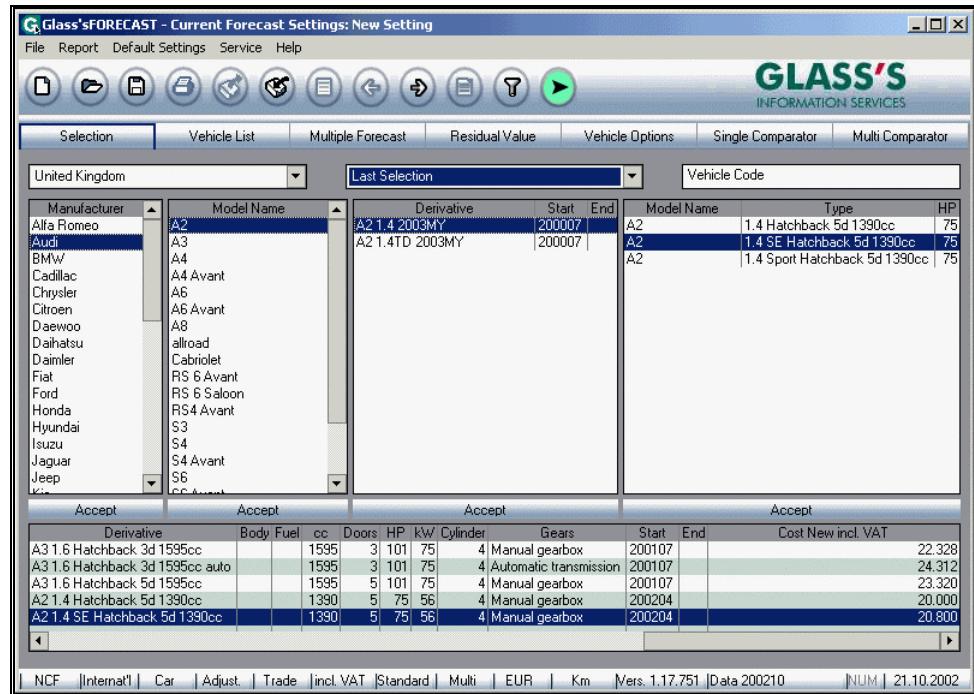
Continue with the next selections until all the vehicles which you require to forecast are in the vehicle basket.

To delete a vehicle from the Vehicle Basket

Single click the vehicle to be deleted from the basket

Press [DELETE]

Repeat as necessary



Explanation of the Selection Column Headings:

Manufacturer	Manufacturer
Model Name	Model e.g. A2, A3, A4
Derivative	Model type name
Start	Year and month of vehicle introduction
End	Year and month when the vehicle finished production
Type	Model type in detail (not U.K. market)
HP	Horsepower

Explanation of the Vehicle Basket Headings:

Market	Where the vehicle will be sold
Vehicle Code	Vehicle code
Manufacturer	Manufacturer
Derivative	Model type
Body	Body type e.g. Saloon, Hatchback
Fuel	Fuel type e.g. Petrol, Diesel
CC	Cubic capacity
Doors	No. of doors

HP	Horsepower
kW	Kilowatts
Cylinder	No. of cylinders
Gears	Gearbox type e.g. Manual or Automatic
Start	Year and month of vehicle introduction
End	Year and month when the vehicle finished production
List price	List price of the new car in current currency



To **Save** vehicles selected:

Single click **File, Save** or **Ctrl+S**

The following window opens:



Type in a name for your selection and click **OK**.

You can later restore the saved selection. Single click **File, Open** or “**Ctrl+O**” and choose the selection name from the list.

To activate the “Vehicle List” tab



The residual values for the selected vehicle have now been Forecast and are displayed in a list format.

The screenshot shows a software interface for vehicle forecasting. At the top, there's a menu bar with File, Report, Default Settings, Service, and Help. The title bar says "Glass'sFORECAST - Current Forecast Settings: New Setting". Below the menu is a toolbar with icons for selection, vehicle list, multiple forecast, residual value, vehicle options, single comparator, and multi comparator. The main area is a grid table with columns: Market, Manufacturer, Type, Fuel, Doors, Gearbox, Fcast Period Mths, Miles p.a., User RV, Glass's RV, User RV amount incl. VAT, Glass's RV amount incl. VAT, and Cost Net. The grid contains several rows of data for Audi vehicles. At the bottom of the window, there are several input fields: Age (Mths) 0, Del. Time (Weeks) 0, Delivery Date 21.10.2002, Fcast Period Mths 36, Contract Exp. 21.10.2005, Disposal (Weeks) 0, Start Miles 0, Miles p.a. 30.000, Total Mileage 90.000, and Desirability (%) 0.0. There are also buttons for RECALC and Purchase Price incl. VAT.

Explanation of the Vehicle List Headings:

Market	Where the vehicle will be sold
Manufacturer	Manufacturer
Type	Model type
Fuel	Fuel type e.g. Petrol, Diesel
Doors	No. of doors
Gearbox	Gearbox type e.g. Manual or Automatic
Forecast Period Mths	Forecast period in months
Miles p.a.	Planned mileage p.a.
User RV	User adjusted residual value as %
Eurotax RV	Eurotax residual value as %
User RV amount	User adjusted residual value as amount
Eurotax RV amount	Eurotax residual value as amount
Cost new	New price of the new car in current currency
Purchase Price	Purchase Price of the vehicle
Purchase Price %	Purchase Price of the vehicle in %



Certain Forecast Parameters can be modified. In the bottom area of the screen are input fields which can be used to define basic parameters for the calculation of the vehicle:

Age (Mths)	0	Del. Time (Weeks)	0	Delivery Date	21.10.2002	Forecast Period Mths	36	Contract Exp.	21.10.2005	Disposal (Weeks)	
<input type="button" value="RECALC"/>				Start Miles	0	Miles p.a.	30.000	Total Mileage	90.000	Desirability	
Purchase Price incl. VAT 0											

Age (Mths)month	Age of the vehicle in months at the time of the forecast (only available for used vehicles)
Del.Time	Delivery time in weeks for a new vehicle (only available for new vehicles)
Delivery Date	Expected delivery date for the new vehicle (only available for new vehicles)
Forecast Period (Mths)	Forecast period in months
Contract Exp.	Contract expiry date
Disposal (Weeks)	Number of weeks before the vehicle is to be disposed
RECALC	Recalculate the residual values (after changing parameters)
Start Miles	Start mileage at the time of the forecast (only available for used vehicles)
Miles p.a.	Planned number of miles per year for the vehicle
Total Mileage	Start mileage (if applicable) plus miles p.a. multiplied by Forecast Period divided by 12 (mths)
Desirability	Desirability factor of vehicle in percentage format to

	increase or decrease forecast value
Purchase Price	Purchase Price of the vehicle incl. VAT

Directly after the input in one of the fields the previous calculated forecast values for the current vehicle are set to “0”, until the recalculation is started.

Residual Value:

Residual values for each vehicle are shown in a matrix format with values dependent on mileage and contract duration. The predefined contract duration and mileage are highlighted in red within the matrix. Values can be shown in either percentage or value amount and it is possible to see the methodology behind the residual value calculation. The Forecast parameters can be modified for each vehicle as described in the previous section.

To change the format of the values within the matrix:

Select the relevant vehicles from the **Vehicle List**

Select the **Residual Value** tab from the **Section** tab

Click the required radio button **Percent/Amount** in the top right hand corner of the screen

At this point it is also possible to recalculate the residual values for several vehicles simultaneously. In order to achieve this, several vehicles in the table are to be marked with the **Ctrl** resp. **Shift** key. The data for these marked vehicles in the lower part of the screen may be changed straight off, e. g. the forecast period may be exceeded to 48 months etc. After that you click the **RECALC**-button and the current values are shown in the table.

The scrollbar at the bottom of the matrix enables you to see durations from 6 up to 72 months.

Using the Buttons “**Percent/Amount**” you can switch the table between showing the residual values as % and as amount. Using the radiobuttons “**Fix/Adjust**” of the Toolbar 2 you can switch the table between showing the residual values calculated with Eurotax calculation only (fixed) or with Eurotax and user-calculation (adjusted, see below).

GB Audi A3 1.6 Hatchback 3d 1595cc Manual gearbox											
km/yr	Months										
	6	12	18	24	30	36	42	Eurotax	User	Eurotax	User
10.000	19.274	19.274	16.755	16.755	15.611	15.611	13.558	13.558	12.645	12.645	10.949
20.000	19.086	19.086	16.429	16.429	15.160	15.160	13.040	13.040	12.045	12.045	10.328
30.000	18.728	18.728	15.814	15.814	14.305	14.305	12.061	12.061	10.915	10.915	9.165
40.000	18.373	18.373	15.200	15.200	13.456	13.456	11.083	11.083	9.786	9.786	8.000
50.000	18.018	18.018	14.586	14.586	12.605	12.605	10.107	10.107	8.654	8.654	6.837
60.000	17.659	17.659	13.971	13.971	11.755	11.755	9.130	9.130	7.525	7.525	5.672
70.000	17.304	17.304	13.358	13.358	10.904	10.904	8.154	8.154	6.395	6.395	4.507
80.000	16.949	16.949	12.744	12.744	10.053	10.053	7.176	7.176	5.266	5.266	3.344
90.000	16.590	16.590	12.130	12.130	9.203	9.203	6.200	6.200	4.134	4.134	

To display further information on the Vehicle:

Select the vehicle from the **Vehicle List**

Select the **Residual Value** tab from the **Section** tabs

Click the **Vehicle Link** (vehicle name) in the top left hand corner of the screen. A new window will open displaying vehicle information relevant to the vehicle selected:

Glass'sFORECAST - Vehicle Info	
Market	GB
Manufacturer	Audi
Type	A3 1.6 Hatchback 3d 1595cc
Start	200107
Body	
cc	1595
HP	101
Fuel	
Gearbox	Manual gearbox
Cylinder	4
Drive Type	Front wheel drive
List Price	19.002,55
Options Price	0,00
Cost New incl. Options	19.002,55
National Car Taxes	0,00
VAT	3.325,45
Total Cost New (inc. Options/VAT)	22.328,00

Click on “X” to close the window

To display the Methodology behind the Residual Calculation:



Click the button “Quote” a new will window open displaying the methodology for calculating the residual value forecast.

Glass'sFORECAST - Methodology		
Print	Glass's	User
Cost New incl. VAT	22.328,00	22.328,00
Options Price incl. VAT	0,00	0,00
Cost New (inc. Options) incl. VAT	22.328,00	22.328,00
Unadjusted Residual Value incl. VAT	9.904,00	9.904,00
Options incl. VAT	0,00	0,00
Seasonality incl. VAT	-227,20	-227,20
Plate incl. VAT	0,00	0,00
Colour incl. VAT	0,00	
Econometric Factor incl. VAT	670,40	670,40
Lifecycle depreciation incl. VAT	0,00	0,00
Mileage incl. VAT	-1.182,40	-1.182,40
Desirability (%) incl. VAT	0,0	
Residual Value Amount incl. VAT	9.164,80	9.164,80
Residual Value Percent	41	41

Here you see the calculation method for the selected vehicle. The comparison between the Eurotax Data and the values referring to the user's calculation are shown here.

Click on “X” to close window

Vehicle Options

Standard and Option Fit Vehicle Options are listed for each vehicle based on the Eurotax data sources. The Optional Fit items can be selected for a vehicle as these may have a bearing on the calculated forecast. Each option, that is selected in the column, will be counted. Already ticked options are standard options which cannot be deselected.

GB Audi A3 1.6 Hatchback 3d 1595cc																																			
Manual gearbox																																			
Option Depreciation Method <input type="radio"/> As 0 % <input checked="" type="radio"/> As Glass's																																			
Colour Adjustment <table border="1"> <tr> <td>Good</td> <td>Bad</td> <td>Other</td> </tr> <tr> <td>User</td> <td>0</td> <td>0</td> </tr> <tr> <td>Glass's</td> <td>265,6</td> <td>-265,6</td> </tr> <tr> <td colspan="3">Neutral</td> </tr> </table>				Good	Bad	Other	User	0	0	Glass's	265,6	-265,6	Neutral																						
Good	Bad	Other																																	
User	0	0																																	
Glass's	265,6	-265,6																																	
Neutral																																			
Seasonality on\off <input checked="" type="radio"/> On <input type="radio"/> Off																																			
<table border="1"> <tr> <td>Cost New (excl. VAT)</td> <td>19.002,55</td> </tr> <tr> <td>New Price of Options (excl. VAT)</td> <td>0,00</td> </tr> <tr> <td>Cost New inc. Options (excl. VAT)</td> <td>19.002,55</td> </tr> <tr> <td>National Car Taxes</td> <td>0,00</td> </tr> <tr> <td>VAT</td> <td>3.325,45</td> </tr> <tr> <td>Total Cost New (inc. Options/VAT)</td> <td>22.328,00</td> </tr> </table>				Cost New (excl. VAT)	19.002,55	New Price of Options (excl. VAT)	0,00	Cost New inc. Options (excl. VAT)	19.002,55	National Car Taxes	0,00	VAT	3.325,45	Total Cost New (inc. Options/VAT)	22.328,00																				
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<table border="1"> <tr> <td>6 CD Autochanger</td> <td>64</td> </tr> <tr> <td><input type="checkbox"/> Air Bag Passenger ()</td> <td>Standard</td> </tr> <tr> <td><input checked="" type="checkbox"/> Alarm (Volumetric)</td> <td>Standard</td> </tr> <tr> <td><input checked="" type="checkbox"/> Anti-Lock Brakes ()</td> <td>Standard</td> </tr> <tr> <td><input checked="" type="checkbox"/> Central Door Locking (Remote)</td> <td>Standard</td> </tr> <tr> <td><input type="checkbox"/> Cruise Control</td> <td>52</td> </tr> <tr> <td><input type="checkbox"/> Electric Slide/tilt Glass Sunroof with Pre-select</td> <td>1.28</td> </tr> <tr> <td><input checked="" type="checkbox"/> Electric Windows (Front)</td> <td>Standard</td> </tr> <tr> <td><input type="checkbox"/> Electronic Climate Control</td> <td>2,05</td> </tr> <tr> <td><input type="checkbox"/> Leather Upholstery</td> <td>2,50</td> </tr> <tr> <td><input type="checkbox"/> New Style Fog Lights Integrated into Front Apron</td> <td>32</td> </tr> <tr> <td><input type="checkbox"/> Paint Metallic</td> <td>69</td> </tr> <tr> <td><input type="checkbox"/> Paint Pearl Effect</td> <td>69</td> </tr> <tr> <td><input checked="" type="checkbox"/> Power-Assisted Steering ()</td> <td>Standard</td> </tr> <tr> <td><input type="checkbox"/> Satellite Navigation System</td> <td>2,08</td> </tr> <tr> <td><input checked="" type="checkbox"/> Seat Height Adjustment (Driver/Passenger)</td> <td>Standard</td> </tr> </table>				6 CD Autochanger	64	<input type="checkbox"/> Air Bag Passenger ()	Standard	<input checked="" type="checkbox"/> Alarm (Volumetric)	Standard	<input checked="" type="checkbox"/> Anti-Lock Brakes ()	Standard	<input checked="" type="checkbox"/> Central Door Locking (Remote)	Standard	<input type="checkbox"/> Cruise Control	52	<input type="checkbox"/> Electric Slide/tilt Glass Sunroof with Pre-select	1.28	<input checked="" type="checkbox"/> Electric Windows (Front)	Standard	<input type="checkbox"/> Electronic Climate Control	2,05	<input type="checkbox"/> Leather Upholstery	2,50	<input type="checkbox"/> New Style Fog Lights Integrated into Front Apron	32	<input type="checkbox"/> Paint Metallic	69	<input type="checkbox"/> Paint Pearl Effect	69	<input checked="" type="checkbox"/> Power-Assisted Steering ()	Standard	<input type="checkbox"/> Satellite Navigation System	2,08	<input checked="" type="checkbox"/> Seat Height Adjustment (Driver/Passenger)	Standard
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The influence the vehicle colour has on the resale value may here be set to positive or negative.

Seasonality is a calculation method dependent on seasons. It can be switched on and off.

In the left lower corner various price information are shown, partly influenced by the chosen vehicle options.

Activating the “**Multi Comparator**” the system displays all vehicles in the Vehicle Basket compared to the active vehicle.

Multi Comparator			
Market	GB Audi	GB Audi	GB Audi
Manufacturer			
Type	A3 1.6 Hatchback 3d 1595cc	A3 1.6 Hatchback 3d 1595cc auto	A3 1.6 Hatchback 5d 1595cc
Start/End	01.07.2001 -	01.07.2001 -	01.07.2001 -
Body Style/Doors	/3	/3	/5
cc	1595	1595	1595
kW/HP	75/101	75/101	75/101
Fuel			
Transmission/Gears	Manual gearbox/5	Automatic transmission/4	Manual gearbox/5
Cylinder	4	4	4
Drive Type/Engine Position	Front wheel drive/	Front wheel drive/	Front wheel drive/
		Difference	Difference
		Amount %	Amount %
Cost New	19.002,55	20.691,06 1.688,51 9	19.846,81 844,26 4
Options Price	0,00	0,00 0,00	0,00 0,00
Cost New incl. Options	19.002,55	20.691,06 1.688,51 9	19.846,81 844,26 4
National Car Taxes	0,00	0,00 0,00	0,00 0,00
VAT	3.325,45	3.620,94 295,49 9	3.473,19 147,74 4
Total Cost New (inc. Options/VAT)	22.328,00	24.312,00 1.984,00 9	23.320,00 992,00 4
Forecast Residual Value (amount)	9.164,80	9.841,60 676,80 7	9.435,20 270,40 3
Forecast Residual Value (percent)	41	40 -1 -1	40 -1 -1

The upper two thirds of the screen show technical data of the compared vehicles. In the lower third you can see a comparison of prices and residual values as amounts and percentages.

Dependent on the resolution of the monitor you will see 3 or more vehicles at a time on the screen. The vehicles which are not shown can be made visible by scrolling to the right with the scrollbar below the comparator.



The following table gives an overview, during which process step the functions report, chart and export are available:

Tab	Report	Chart	Export
Selection			
Vehicle List	X	X	X
Residual Value	X	X	

Vehicle Options	X		
Single Comparator	X		
Multi Comparator	X		
Bulk List	X		X

X = the function is available

You will find the description of the functions on the chapters “Reports”, “Charts” and “Import and Export”.

Used Car Forecast

To create a forecast do the following:



Activate the button ”Toolbar” and click “UCF” (for Used Car Forecast).



Note:

The possibilities for adjustments in the Toolbar 2 are dependent on the user licence.

Single Selection Used Cars

To forecast vehicles for more than one market, select “**International**”.

Click “**Car**” to view cars or “**LCV**” to view LCV’s

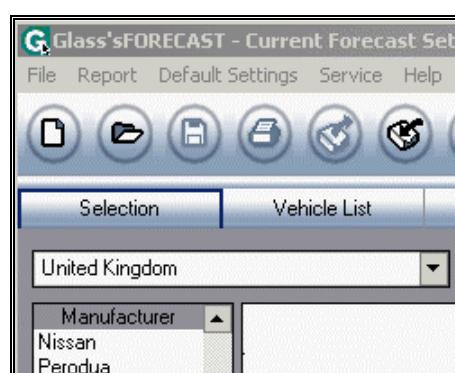
If you select “**Fixed**” the forecasts will be made exclusively on the basis of Eurotax data.

If you select “**Adjust**” the parameters set by the user will also be used for the calculation of the forecasts.

If you select “**Percent**” in the evaluations you get data in percent and “**Amount**” delivers absolute values (amounts).



Switch back to Toolbar 1 Click on Select the required market. The market selection is made by opening the **drop down box** in the upper left corner and selecting the desired **Market**.



To add a vehicle into the vehicle basket

Single click the required **Manufacturer** e.g. "Audi"

Single click the required **Model Name** e.g. "A2"

Single click the required **Derivative** e.g. "A2 1.2 2002 MY"

Double click the required vehicle from the **Type Column** e.g. "1.4 Hatchback 5d 1390cc"

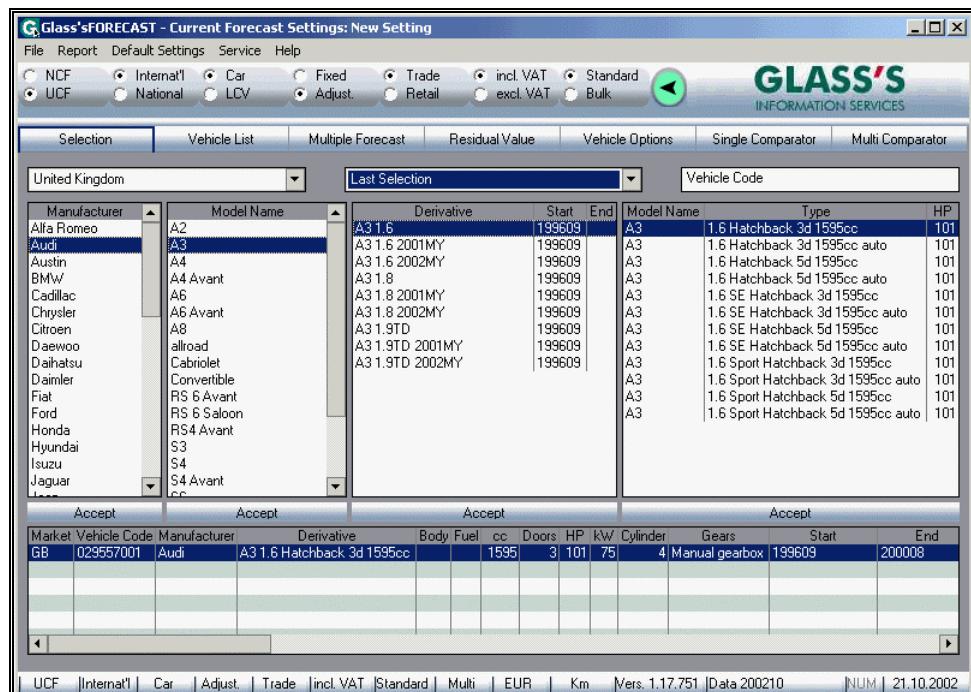
The selected vehicle will be added into the **Vehicle Basket**

To delete a vehicle from the Vehicle Basket

Single click the vehicle to be deleted from the Basket

Press [DELETE]

Repeat as necessary



Explanation of the Selection Column Headings:

Manufacturer	Manufacturer
Model Name	Model Range e.g. A2, A3, A4
Derivative	Model type name
Start	Year and month of vehicle introduction
End	Year and month when the vehicle finished production
Type	Model type in detail (not U.K. market)
HP	Horsepower

Explanation of the Vehicle Basket Headings:

Market	Where the vehicle will be sold
---------------	--------------------------------

Vehicle Code	Vehicle code
Manufacturer	Manufacturer
Derivative	Model type
Body	Body type e.g. Saloon, Hatchback
Fuel	Fuel type e.g. Petrol, Diesel, i. e. Super, Diesel
CC	Cubic capacity
Doors	No. of doors
HP	Horsepower
kW	Kilowatts
Cylinder	No. of cylinders
Gears	Gearbox type e.g. Manual or Automatic
Start	Year and month of vehicle introduction
End	Year and month when the vehicle finished production
List price	List price of the new car in current currency



To **Save** vehicle selected:

Single click **File, Save** or **Ctrl+S**

The following window opens:



Type in a name for your selection and click **OK**.

You can later restore the saved selection. Single click **File, Open** or “**Ctrl+O**” and choose the selection name from the list.

To activate the “**Vehicle List**” tab



The residual value for the selected vehicle has now been Forecast and is displayed in a list format.

The screenshot shows the Glass's FORECAST software interface. At the top, a menu bar includes File, Report, Default Settings, Service, and Help. The title bar reads "Glass's FORECAST - Current Forecast Settings: New Setting". The main area features a toolbar with various icons. The top navigation bar includes Selection, Vehicle List, Multiple Forecast, Residual Value, Vehicle Options, Single Comparator, and Multi Comparator. A message "Drag a column header here to group by that column." is displayed above the data grid. The data grid table has columns: Market, Manufacturer, Type, Fuel, Doors, Gearbox, Fcast Period Mths, Miles p.a., User RV, Glass's RV, User RV amount incl. VAT, Glass's RV amount incl. VAT, Cost New incl. VAT, and Cost New incl. VAT. A single row is visible with values: GB, Audi, A3 1.6 Hatchback 3d 1595cc, , 3, Manual gearbox, 36, 30000, 41, 41, 9.573, 9.573, 23.328. Below the grid is a control panel with fields for Age (Mths), Del. Time (Weeks), Delivery Date (21.10.2002), Fcast Period Mths (36), Contract Exp. (21.10.2005), Disposal (Weeks) (0), and a RECALC button. At the bottom, there are links for UCF, Internal, Car, Adjust, Trade, incl. VAT, Standard, Multi, EUR, Km, and Versions 1.17.751 | Data 20210, and a status bar showing NUM | 21.10.2002.

Explanation of the Vehicle List Headings:

Market	Where the vehicle will be sold
Manufacturer	Manufacturer
Type	Model type
Fuel	Fuel type e.g. Petrol, Diesel
Doors	No. of doors
Gearbox	Gearbox type e.g. Manual or Automatic
Forecast Period Mths	Forecast period in months
Miles p.a.	Planned mileage p.a.
User RV	User adjusted residual value as %
Eurotax RV	Eurotax residual value as %
User RV amount	User adjusted residual value as amount
Eurotax RV amount	Eurotax residual value as amount
Cost new	New price of the new car in current currency
Purchase Price	Purchase Price of the vehicle
Purchase Price %	Purchase Price of the vehicle in %



Certain Forecast parameters can be modified. In the bottom area of the screen are input fields which can be used to define the basic parameters for the calculation of the vehicle:

To change the Forecast Parameters within a Vehicle List:

Single click the Vehicle

Change the required parameters at the bottom of the screen

Click **RECALC**

Age (Mths)	0	Del. Time (Weeks)	0	Delivery Date	21.10.2002	Forecast Period Mths	36	Contract Exp.	21.10.2005	Disposal (Weeks)	0
RECALC				Start Miles	0	Miles p.a.	30.000	Total Mileage	90.000	Desirability (%)	0,0
				Purchase Price incl. VAT	0						

Age (Mths)	Age of the vehicle in months at the time of the forecast (only available for used vehicles)
Del.Time	Delivery time for the new vehicle (only available for new vehicles)
Delivery Date	Expected delivery date for the new vehicle (only available for new vehicles)
Forecast Period (Mths)	Forecast period in months
Contract Exp.	Contract expiry date
Disposal (Weeks)	Number of weeks before the vehicle is to be disposed.
RECALC	Recalculate the residual values (after changing parameters)
Start Miles	Start mileage at the time of the forecast (only available for used vehicles)
Miles p.a.	Planned number of miles per year for the vehicle
Total Mileage	Start mileage (if applicable) plus miles p.a. multiplied by Forecast Period) divided by 12 (mths)
Desirability (%)	Desirability factor of vehicle in percentage format to increase or decrease forecast value
Purchase Price	Purchase Price of the vehicle incl. VAT

Directly after the input in one of the fields the previous calculated forecast values for the current vehicle are set to “0”, until the recalculation is started.

Residual Value:

Residual values for each vehicle are shown in a matrix format with values dependent on mileage and contract duration. The predefined contract duration and mileage are highlighted in red within the matrix. Values can be shown in either percentage or value amount and it is possible to see the methodology behind the residual value calculation.. The Forecast parameters can be modified for each vehicle as described in the previous section.

To change the format of the values within the matrix:

Select the relevant vehicle from the Vehicle List

Select the **Residual Value** tab from the **Section** tab

Click the required radio button **Percent/Amount** in the top right corner of the screen

The scrollbar at the bottom of the matrix enables you to see durations from 6 up to 72 months

GB Audi A3 1.6 Hatchback 3d 1595cc											
Manual gearbox											
Months											
6	12	18	24	30	36	42					
km/yr	Glass's	User	Glass's								
10.000	20.136	20.136	17.506	17.506	16.312	16.312	14.166	14.166	13.213	13.213	11.438
20.000	19.941	19.941	17.165	17.165	15.838	15.838	13.622	13.622	12.584	12.584	10.790
30.000	19.568	19.568	16.523	16.523	14.949	14.949	12.603	12.603	11.403	11.403	9.573
40.000	19.195	19.195	15.882	15.882	14.061	14.061	11.581	11.581	10.222	10.222	8.358
50.000	18.824	18.824	15.240	15.240	13.171	13.171	10.560	10.560	9.043	9.043	7.142
60.000	18.451	18.451	14.598	14.598	12.282	12.282	9.539	9.539	7.862	7.862	5.926
70.000	18.080	18.080	13.957	13.957	11.392	11.392	8.518	8.518	6.683	6.683	4.710
80.000	17.707	17.707	13.315	13.315	10.502	10.502	7.498	7.498	5.502	5.502	3.494
90.000	17.336	17.336	12.674	12.674	9.614	9.614	6.475	6.475	4.323	4.323	3.270

To display further information on the Vehicle:

Select the vehicle from the Vehicle List

Select the Residual Value tab from the Section tabs

Click the Vehicle Link (vehicle name) in the top left hand corner of the screen. A new window will open and display vehicle information relevant to the vehicle selected:

Glass'sFORECAST - Vehicle Info	
Market	GB
Manufacturer	Audi
Type	A3 1.6 Hatchback 3d 1595cc
Start	199609
Body	
cc	1595
HP	101
Fuel	
Gearbox	Manual gearbox
Cylinder	4
Drive Type	Front wheel drive
List Price	19.853,62
Options Price	0,00
Cost New incl. Options	19.853,62
National Car Taxes	0,00
VAT	3.474,38
Total Cost New (inc. Options/VAT)	23.328,00

Click on “X” to close window

To display the Methodology behind the Residual Calculation:



Switch back to Toolbar 1



Click the button “Quote” a new window will open displaying the methodology for calculating the residual value forecast.

Glass'sFORECAST - Methodology		
Glass'sFORECAST		
Audi A3 1.6 Hatchback 3d 1595cc		
Print	Glass's	User
Cost New incl. VAT	23.328,00	23.328,00
Options Price incl. VAT	0,00	0,00
Cost New (inc. Options) incl. VAT	23.328,00	23.328,00
Unadjusted Residual Value incl. VAT	10.347,20	10.347,20
Options incl. VAT	0,00	0,00
Seasonality incl. VAT	-236,80	-236,80
Plate incl. VAT	0,00	0,00
Colour incl. VAT	0,00	0,00
Econometric Factor incl. VAT	699,20	699,20
Lifecycle depreciation incl. VAT	0,00	0,00
Mileage incl. VAT	-1.236,80	-1.236,80
Desirability (%) incl. VAT	0,0	0,0
Residual Value Amount incl. VAT	9.572,80	9.572,80
Residual Value Percent	41	41

Here you see the calculation method for the selected vehicle. The comparison between the Eurotax Data and the values referring to the user's calculation are shown here.

Vehicle Options

Standard and Optional Fit Vehicle Options are listed for each vehicle based on the Eurotax data sources. The optional Fit items can be selected for a vehicle as these may have a bearing on the calculated forecast.

Each option, that you select in the column, will be counted. Already ticked options are standard options which cannot be deselected.

GBAudi A3 1.6 Hatchback 3d 1595cc		
Manual gearbox		
Option Depreciation Method		
<input type="radio"/> As 0 %		
<input checked="" type="radio"/> As Glass's		
Colour Adjustment	Good	Bad
User	0	0
Glass's	265,6	-265,6
Other		
		Neutral
Seasonality on/off	On	Off
Cost New (excl. VAT)	19.853,62	
New Price of Options (excl. VAT)	0,00	
Cost New inc. Options (excl. VAT)	19.853,62	
National Car Taxes	0,00	
VAT	3.474,38	
Total Cost New (inc. Options/VAT)	23.328,00	

<input type="checkbox"/> 6 CD Autochanger	645
<input checked="" type="checkbox"/> Alarm (Unspecified)	Standard
<input type="checkbox"/> Cruise Control	521
<input type="checkbox"/> Electric Slide/tilt Glass Sunroof with Pre-select	1.282
<input type="checkbox"/> Electronic Climate Control	2.081
<input type="checkbox"/> Electronic Stability Programme (ESP)	1.188
<input checked="" type="checkbox"/> Heated Front Screen ()	Standard
<input type="checkbox"/> Leather Upholstery	2.502
<input type="checkbox"/> Paint Metallic	690
<input type="checkbox"/> Paint Pearl Effect	690
<input type="checkbox"/> Satellite Navigation System	2.765
<input checked="" type="checkbox"/> Seat Height Adjustment (Driver/Passenger)	Standard
<input type="checkbox"/> Traction Control - EDL	615

The influence the vehicle colour has on the resale value can be set to positive or negative.

Seasonality is a calculation method dependent on seasons. It can be switched on and off.

In the left lower corner various price information are shown, partly influenced by the chosen vehicle options.

Activating the “**Single Comparator**” tab the system shows all vehicle types from other available markets that are comparable to the active vehicle (subject to user licence).

Single Comparator			
Market	GB	D	
Manufacturer	Audi	AUDI	
Type	A3 1.6 Hatchback 3d 1595cc	A3 1.6 Attraction	
Start/End	01.09.1996 - 01.08.2000	01.09.1996 - 01.07.2000	
Body Style/Doors	/3	/3	
cc	1595	1595	
kW/HP	75/101	74/101	
Fuel		Benzin	
Transmission/Gears	Manual gearbox/5	Manuelles Getriebe/5	
Cylinder	4	4	
Drive Type/Engine Position	Front wheel drive/	Vorderradantrieb/	
			Difference
			Amount %
Cost New	20.110,34	14.721,68	-5.388,66 -27
Options Price	0,00	0,00	0,00
Cost New incl. Options	20.110,34	14.721,68	-5.388,66 -27
National Car Taxes	0,00	0,00	0,00
VAT	3.217,66	2.355,47	-862,19 -27
Total Cost New (inc. Options/VAT)	23.328,00	17.077,15	-6.250,85 -27
Forecast Residual Value (amount)	0,00	9.703,00	9.703,00
Forecast Residual Value (percent)		57	57

The upper two thirds of the screen show the technical data for the compared vehicles. In the lower third you can see a comparison of prices and residual values as amounts and in percent.



Dependent on the resolution of the monitor you will see 3 or more vehicles at a time on the screen. The vehicles which are not shown can be made visible by scrolling to the right with the scrollbar below the comparator.

The following table provides an overview, during which process step the functions report, chart and export are available:

Tab	Report	Chart	Export
Selection			
Vehicle List	X	X	X
Residual Value	X	X	
Vehicle Options	X		
Single Comparator	X		
Multi Comparator	X		
Bulk List	X		X

X = the function is available

You will find the description of the functions on the chapters “Reports”, “Charts” and “Import and Export”.

Multi Selection Used Cars

To forecast vehicles for more than one market, select “**International**”. If you select “**National**” only cars from the current market will be compared.

Click “**Car**” to cars or “**LCV**” to view LCV’S

If you select “**Fixed**” the forecasts will be made exclusively on the basis of Eurotax data.

If you select “**Adjust**” the parameters set by the user will also be used for the calculation of the forecasts.

If you select “**Percent**” in the evaluations you get data in percent and “**Amount**” delivers absolute values (amounts).



Switch back to Toolbar 1 Click on .

Select the required market The market selection is made by opening the **drop down box** in the upper left corner and selecting the desired **Market**.



To add a vehicle into the **Vehicle Basket**

Single click the required **Manufacturer** e.g. "Audi"

Single click the required **Model Name** e.g. "A2"

Single click the required **Derivative** e.g. "A2 1.2 2002 MY"

Double click the required vehicle from the **Type Column** e.g. "1.4 Hatchback 5d 1390cc"

The selected vehicle will be added into the **Vehicle Basket**

Continue with the next selection until all the vehicles which you require to forecast are in the vehicle basket.

To delete a vehicle from the **Vehicle Basket**

Single click the vehicle to be deleted from the Basket

Press [DELETE]

Repeat as necessary



Explanation of the Selection Column Headings:

Manufacturer	Manufacturer
Model Name	Model e.g. A2, A3, A4
Derivative	Model type name
Start	Year and month of vehicle introduction
End	Year and month when the vehicle finished production
Type	Model type in detail (not U.K. market)
HP	Horsepower

Explanation of the Vehicle Basket Headings:

Market	Market
Vehicle Code	Vehicle code
Manufacturer	Manufacturer
Derivative	Model type
Body	Body type e.g. Saloon, Hatchback
Fuel	Fuel type e.g. Petrol, Diesel
CC	Cubic capacity
Doors	No. of doors
HP	Horsepower
kW	Kilowatts
Cylinder	No. of cylinders
Gears	Gearbox type e.g. Manual or Automatic
Start	Year and month of vehicle introduction
End	Year and month when the vehicle finished production

List price	List price of the new car in current currency
-------------------	---



To **Save** vehicles selected:

Single click **File, Save** or **Ctrl+S**

The following window opens:



Type in a name for your selection and click **OK**.

You can later restore the saved selection. Single click “**File, Open**” or “**Ctrl+O**” and choose the selection name from the list.

To activate the “**Vehicle List**” tab



The residual values for the selected vehicle have now been Forecast and are displayed in a list format.

Explanation of the Vehicle List Headings:

Market	Where the vehicle will be sold
Manufacturer	Manufacturer
Type	Model type
Fuel	Fuel type e.g. Petrol, Diesel
Doors	No. of doors
Gearbox	Gearbox type e.g. Manual or Automatic

Forecast Period Mths	Forecast period in months
Miles p.a.	Planned mileage p.a.
User RV	User adjusted residual value as %
Eurotax RV	Eurotax residual value as %
User RV amount	User adjusted residual value as amount
Eurotax RV amount	Eurotax residual value as amount
Cost new	New price of the new car in current currency
Purchase Price	Purchase Price of the vehicle
Purchase Price %	Purchase Price of the vehicle in %



Certain Forecast Parameters can be modified. In the bottom area of the screen are input fields which can be used to define basic parameters for the calculation of the current vehicle:

Age (Mths)	0	Del. Time (Weeks)	0	Delivery Date	21.10.2002	Forecast Period Mths	36	Contract Exp.	21.10.2005	Disposal (Weeks)	0
RECALC				Start Miles	0	Miles p.a.	30.000	Total Mileage	90.000	Desirability (%)	0.0
				Purchase Price incl. VAT	0						

Age (Mths)	Age of the vehicle in months at the time of the forecast (only available for used vehicles)
Del.Time	Delivery time in weeks for a new vehicle (only available for new vehicles)
Delivery Date	Expected delivery date for the new vehicle (only available for new vehicles)
Forecast Period (Mths)	Forecast period in months
Contract exp.	Contract expiry date
Disposal (Weeks)	Number of weeks before the vehicle is to be disposed
RECALC	Recalculate the residual values (after changing parameters)
Start Miles	Start mileage at the time of the forecast (only available for used vehicles)
Miles p.a.	Planned number of miles per year for the vehicle
Total Mileage	Start mileage (if applicable) plus miles p.a. multiplied by Forecast Period divided by 12 (mths)
Desirability	Desirability factor of a vehicle I percentage format to increase or decrease forecast value
Purchase Price	Purchase Price of the vehicle incl. VAT

Directly after the input in one of the fields the previous calculated forecast values for the current vehicle are set to "0", until the recalculation is started.

Residual Value:

Residual values for each vehicle are shown in a matrix format with values dependent on mileage and contract duration. The predefined contract duration and mileage are highlighted in red within the matrix. Values can be shown in either percentage or value amount and it is possible to see the methodology behind the residual value calculation.. The Forecast parameters can be modified for each vehicle as described in the previous section.

To change the format of the values within the matrix:

Select the relevant vehicle from the Vehicle List

Select the **Residual Value** tab from the **Section** tab

Click the required radio button **Percent/Amount** in the top right corner of the screen

The scrollbar at the bottom of the matrix enables you to see durations from 6 up to 72 months

At this point it is also possible to recalculate the residual values for several vehicles simultaneously. In order to achieve this, several vehicles in the table are to be marked with the **Ctrl** resp. **Shift** key. The data for these marked vehicles in the lower part of the screen may be changed straight off, e. g. the forecast period may be exceeded to 48 months etc. After that you click the **RECALC**-button and the current values are shown in the table.

The scrollbar at the bottom of the matrix enables you to see durations from 6 up to 72 months.

Using the Buttons “**Percent/Amount**” you can switch the table between showing the residual values as % and as amount. Using the radiobuttons “**Fix/Adjust**” of the Toolbar 2 you can switch the table between showing the residual values calculated with Eurotax calculation only (fixed) or with Eurotax and user-calculation (adjusted, see below).

GB Audi A3 1.6 Hatchback 3d 1595cc											
Manual gearbox											
Months											
km/yr	6	12	18	24	30	36	42	Glass's	User	Glass's	User
10.000	20.136	20.136	17.506	17.506	16.312	16.312	14.166	14.166	13.213	13.213	11.438
20.000	19.941	19.941	17.165	17.165	15.836	15.836	13.622	13.622	12.584	12.584	10.790
30.000	19.568	19.568	16.523	16.523	14.949	14.949	12.603	12.603	11.403	11.403	9.573
40.000	19.195	19.195	15.882	15.882	14.061	14.061	11.581	11.581	10.222	10.222	8.358
50.000	18.824	18.824	15.240	15.240	13.171	13.171	10.560	10.560	9.043	9.043	7.142
60.000	18.451	18.451	14.598	14.598	12.282	12.282	9.539	9.539	7.862	7.862	5.926
70.000	18.080	18.080	13.957	13.957	11.392	11.392	8.518	8.518	6.683	6.683	4.710
80.000	17.707	17.707	13.315	13.315	10.502	10.502	7.498	7.498	5.502	5.502	3.494
90.000	17.336	17.336	12.674	12.674	9.614	9.614	6.475	6.475	4.323	4.323	

To display further information on a Vehicle:

Select the vehicle from the Vehicle List

Select the **Residual Value** tab from the **Section** tabs

Click the Vehicle Link (vehicle name) in the top left hand corner of the screen. A new window will open displaying vehicle information relevant to the vehicle selected:

Glass'sFORECAST - Vehicle Info	
Market	GB
Manufacturer	Audi
Type	A3 1.6 Hatchback 3d 1595cc
Start	199609
Body	
cc	1595
HP	101
Fuel	
Gearbox	Manual gearbox
Cylinder	4
Drive Type	Front wheel drive
List Price	19.853,62
Options Price	0,00
Cost New incl. Options	19.853,62
National Car Taxes	0,00
VAT	3.474,38
Total Cost New (inc. Options/VAT)	23.328,00

Click on “X” to close the windowTo display the Methodology behind the Residual Calculation



Click the button “Quote” a new will window open displaying the methodology of calculating the residual value forecast.

Glass'sFORECAST - Methodology		
	Glass's	User
Cost New incl. VAT	23.328,00	23.328,00
Options Price incl. VAT	0,00	0,00
Cost New (inc. Options) incl. VAT	23.328,00	23.328,00
Unadjusted Residual Value incl. VAT	10.347,20	10.347,20
Options incl. VAT	0,00	0,00
Seasonality incl. VAT	-236,80	-236,80
Plate incl. VAT	0,00	0,00
Colour incl. VAT	0,00	
Econometric Factor incl. VAT	699,20	699,20
Lifecycle depreciation incl. VAT	0,00	0,00
Mileage incl. VAT	-1.236,80	-1.236,80
Desirability (%) incl. VAT	0,0	
Residual Value Amount incl. VAT	9.572,80	9.572,80
Residual Value Percent	41	41

Here you see the calculation method for the selected vehicle. The comparison between the Eurotax Data and the values referring to the user's calculation are shown here.

Vehicle Options

Standard and Option Fit Vehicle Options are listed for each vehicle based on the Eurotax data sources. The Optional Fit items can be selected for a vehicle as these may have a bearing on the calculated forecast. Each option, that is selected in the column, will be counted. Already ticked options are standard options which cannot be deselected.

GBAudi A3 1.6 Hatchback 3d 1595cc																												
Manual gearbox																												
Option Depreciation Method																												
<input type="radio"/> As 0 %																												
<input checked="" type="radio"/> As Glass's																												
Colour Adjustment	Good	Bad																										
User	0	0																										
Glass's	265,6	-265,6																										
Neutral																												
Seasonality on\off	On	Diff																										
Cost New (excl. VAT)	19.853,62																											
New Price of Options (excl. VAT)	0,00																											
Cost New inc. Options (excl. VAT)	19.853,62																											
National Car Taxes	0,00																											
VAT	3.474,38																											
Total Cost New (inc. Options/VAT)	23.328,00																											
<table border="1"> <tr><td><input type="checkbox"/> 6 CD Autochanger</td><td>645</td></tr> <tr><td><input checked="" type="checkbox"/> Alarm (Unspecified)</td><td>Standard</td></tr> <tr><td><input type="checkbox"/> Cruise Control</td><td>521</td></tr> <tr><td><input type="checkbox"/> Electric Slide/tilt Glass Sunroof with Pre-select</td><td>1.282</td></tr> <tr><td><input type="checkbox"/> Electronic Climate Control</td><td>2.081</td></tr> <tr><td><input type="checkbox"/> Electronic Stability Programme (ESP)</td><td>1.188</td></tr> <tr><td><input checked="" type="checkbox"/> Heated Front Screen ()</td><td>Standard</td></tr> <tr><td><input type="checkbox"/> Leather Upholstery</td><td>2.502</td></tr> <tr><td><input type="checkbox"/> Paint Metallic</td><td>690</td></tr> <tr><td><input type="checkbox"/> Paint Pearl Effect</td><td>690</td></tr> <tr><td><input type="checkbox"/> Satellite Navigation System</td><td>2.765</td></tr> <tr><td><input checked="" type="checkbox"/> Seat Height Adjustment (Driver/Passenger)</td><td>Standard</td></tr> <tr><td><input type="checkbox"/> Traction Control - EDL</td><td>615</td></tr> </table>			<input type="checkbox"/> 6 CD Autochanger	645	<input checked="" type="checkbox"/> Alarm (Unspecified)	Standard	<input type="checkbox"/> Cruise Control	521	<input type="checkbox"/> Electric Slide/tilt Glass Sunroof with Pre-select	1.282	<input type="checkbox"/> Electronic Climate Control	2.081	<input type="checkbox"/> Electronic Stability Programme (ESP)	1.188	<input checked="" type="checkbox"/> Heated Front Screen ()	Standard	<input type="checkbox"/> Leather Upholstery	2.502	<input type="checkbox"/> Paint Metallic	690	<input type="checkbox"/> Paint Pearl Effect	690	<input type="checkbox"/> Satellite Navigation System	2.765	<input checked="" type="checkbox"/> Seat Height Adjustment (Driver/Passenger)	Standard	<input type="checkbox"/> Traction Control - EDL	615
<input type="checkbox"/> 6 CD Autochanger	645																											
<input checked="" type="checkbox"/> Alarm (Unspecified)	Standard																											
<input type="checkbox"/> Cruise Control	521																											
<input type="checkbox"/> Electric Slide/tilt Glass Sunroof with Pre-select	1.282																											
<input type="checkbox"/> Electronic Climate Control	2.081																											
<input type="checkbox"/> Electronic Stability Programme (ESP)	1.188																											
<input checked="" type="checkbox"/> Heated Front Screen ()	Standard																											
<input type="checkbox"/> Leather Upholstery	2.502																											
<input type="checkbox"/> Paint Metallic	690																											
<input type="checkbox"/> Paint Pearl Effect	690																											
<input type="checkbox"/> Satellite Navigation System	2.765																											
<input checked="" type="checkbox"/> Seat Height Adjustment (Driver/Passenger)	Standard																											
<input type="checkbox"/> Traction Control - EDL	615																											

The influence the vehicle colour has on the resale value may here be set to positive or negative.

Seasonality is a calculation method dependent on seasons. It can be switched on and off.

In the left lower corner various price information are shown, partly influenced by the chosen vehicle options.

Multi Comparator

Activating the “**Multi Comparator**” tab the system displays all vehicles in the Vehicle Basket compared to the active vehicle.

Multi Comparator		GB	GB	GB
Market	Audi	Audi	Audi	Audi
Manufacturer				
Type	A3 1.6 Hatchback 5d 1595cc	A3 1.6 Hatchback 3d 1595cc auto	A3 1.6 Hatchback 5d 1595cc	
Start/End	01.08.1999 - 01.08.2000	01.07.2001 -	01.07.2001 -	
Body Style/Doors	/5	/3	/5	
cc	1595	1595	1595	
KW/HP	75/101	75/101	75/101	
Fuel				
Transmission/Gears	Manual gearbox/5	Automatic transmission/4	Manual gearbox/5	
Cylinder	4	4	4	
Drive Type/Engine Position	Front wheel drive/	Front wheel drive/	Front wheel drive/	
		Difference		Difference
		Amount	%	Amount
Cost New	20.738,72	20.691,06	1.688,51 9	19.846,81 844,26 4
Options Price	0,00	0,00	0,00	0,00
Cost New incl. Options	20.738,72	20.691,06	1.688,51 9	19.846,81 844,26 4
National Car Taxes	0,00	0,00	0,00	0,00
VAT	3.629,28	3.620,94	295,49 9	3.473,19 147,74 4
Total Cost New (inc. Options/VAT)	24.368,00	24.312,00	1.984,00 9	23.320,00 992,00 4
Forecast Residual Value (amount)	9.857,60	9.841,60	676,80 7	9.435,20 270,40 3
Forecast Residual Value (percent)	40	40	-1 -1	40 -1 -1

The upper two thirds of the screen show technical data of the vehicle. In the lower third you can see a comparison of prices and residual values as amounts and percentages.



Dependent on the resolution of the monitor you will see 3 or more vehicles at a time on the screen. The vehicles which are not shown can be made visible scrolling to the right with the scrollbar below the comparator.

The following table gives an overview, during which process step the functions report, chart and export are available:

Tab	Report	Chart	Export
Selection			
Vehicle List	X	X	X
Residual Value	X	X	
Vehicle Options	X		
Single Comparator	X		
Multi Comparator	X		
Bulk List	X		X

X = the function is available

You will find the description of the functions on the chapters “Reports”, “Charts” and “Import and Export”.

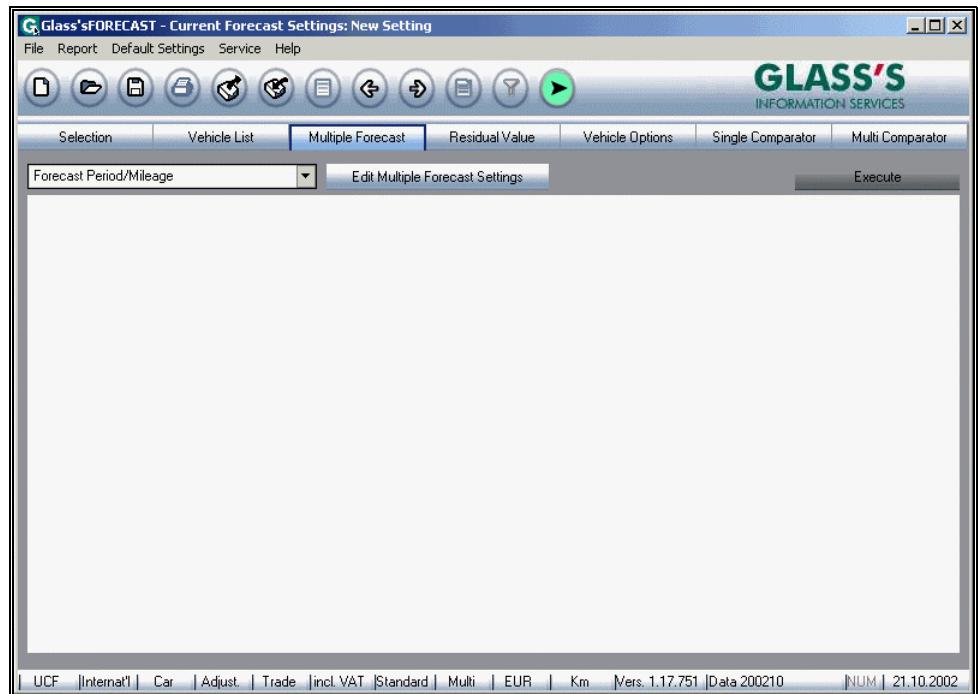
Multiple Forecast

Multiple Forecast enables the user to forecast up to 199 vehicles over different parameters.

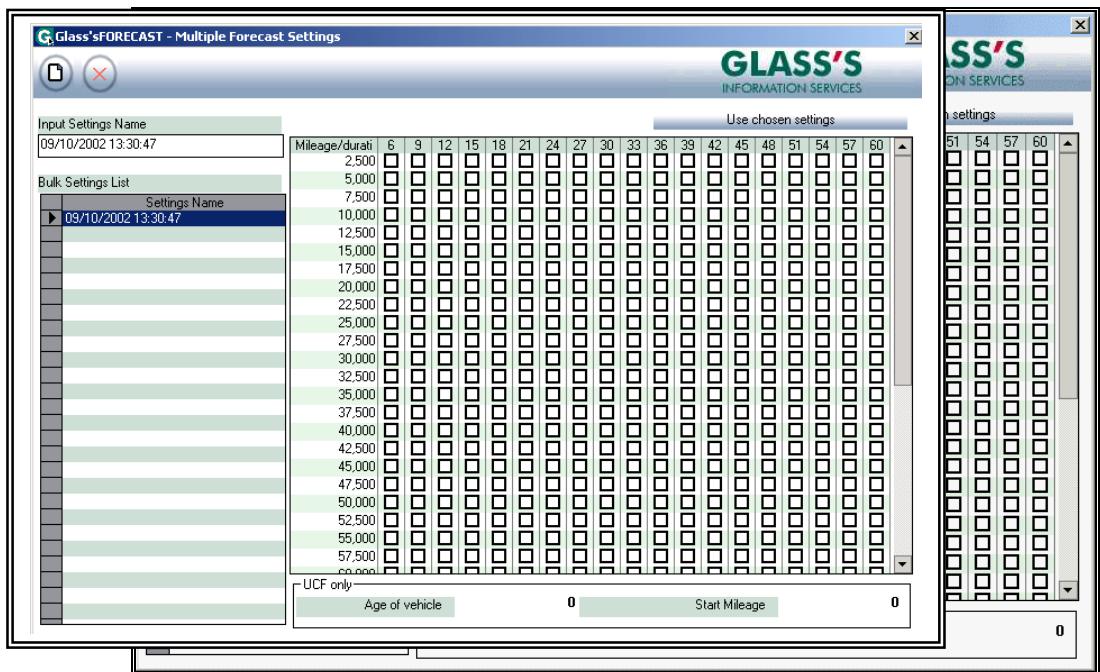
To use this function first follow the “Vehicle Selection” process, once you have selected the required vehicle(s):

Single click on the “Vehicle List” tab

Single click on “Multiple Forecast” tab



Single click “Edit Multiple Forecast Settings”



Single click in the “Input Settings Name” box, enter your chosen settings name

Single click on the relevant settings e.g. 10,000 miles at 24 months

Single click “Use Chosen Settings”

This returns back to Current Forecast Settings: New Setting

Single click “Execute” tab

Click Yes if you have completed all settings and No to reselect



To export results: Click on “Export” tab

The fields to be exported are displayed. The user can deselect items as desired

Items to export	
Market	<input checked="" type="checkbox"/>
Vehicle Code	<input checked="" type="checkbox"/>
Manufacturer	<input checked="" type="checkbox"/>
Vehicle Info	<input checked="" type="checkbox"/>
Delivery Date	<input checked="" type="checkbox"/>
F'cast Period Mths	<input checked="" type="checkbox"/>
List Price	<input checked="" type="checkbox"/>
New Price of Options (inc. VAT)	<input checked="" type="checkbox"/>
Total Mileage	<input checked="" type="checkbox"/>
Miles p.a.	<input checked="" type="checkbox"/>
Start Miles	<input checked="" type="checkbox"/>
User RV %	<input checked="" type="checkbox"/>
Glass's RV %	<input checked="" type="checkbox"/>
User RV amount	<input checked="" type="checkbox"/>
Glass's RV amount	<input checked="" type="checkbox"/>
Vehicle Options	<input checked="" type="checkbox"/>
Disposal (Weeks)	<input checked="" type="checkbox"/>
Desirability (%)	<input checked="" type="checkbox"/>
Settings	<input checked="" type="checkbox"/>
External Code	<input checked="" type="checkbox"/>

Single click “Start Export”

Name, the select the file location

Bulk Forecast

Bulk Forecast enables the user to forecast more than 199 vehicles over different parameters.

To create a Bulk Forecast:



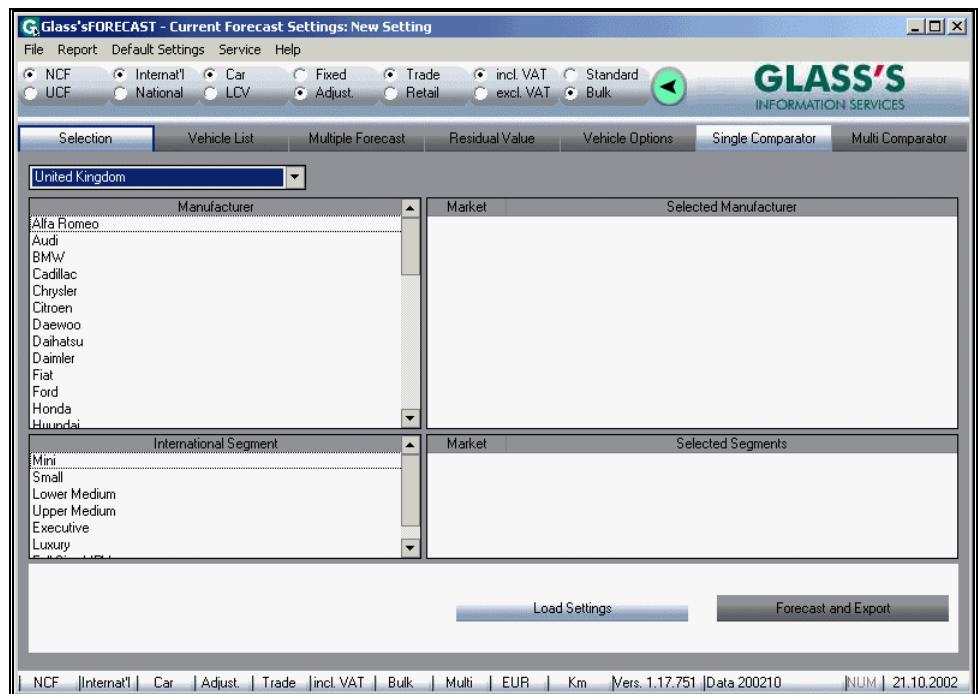
Activate the button  Toolbar and click “Bulk”



Note: The Bulk facility is dependent on the user licence



To make a “**Bulk**” vehicle selection:



Select the relevant manufacturer(s)

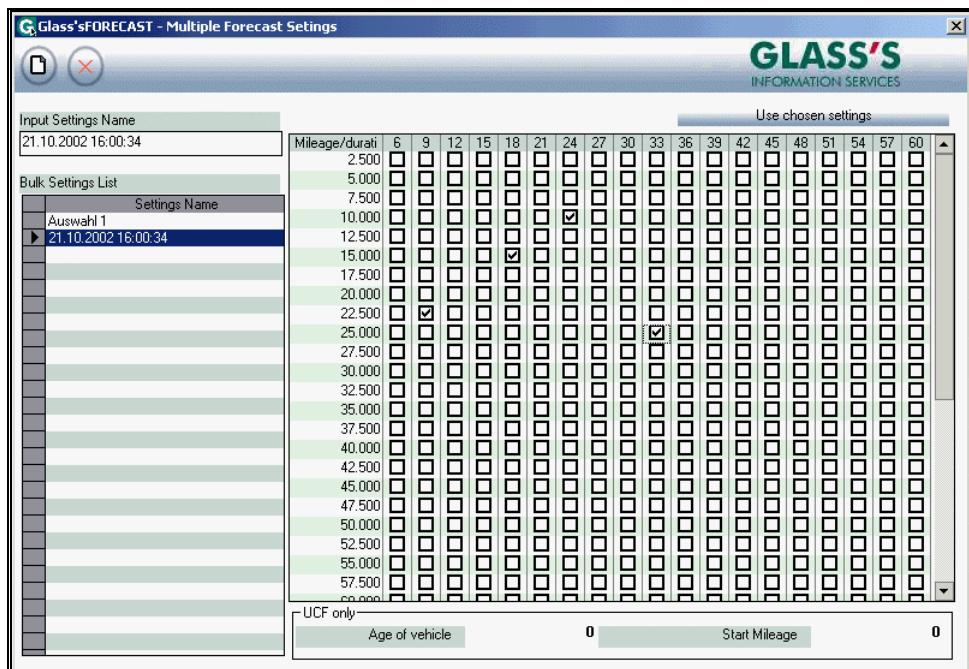
Single click on the required manufacturer and either drag and drop or double click into the “Selected Manufacturers” area

Select from the “International Segment” the required vehicle market category e.g. small, lower medium

NB: more than one market category may be selected

Single click the required category and either drag and drop or double click into the Selected Segments area

Single click on “Load Settings” to specify “Multiple Forecast Settings”



To create a new Setting:

Single click in the “Input Settings Name” box, enter your chosen settings name

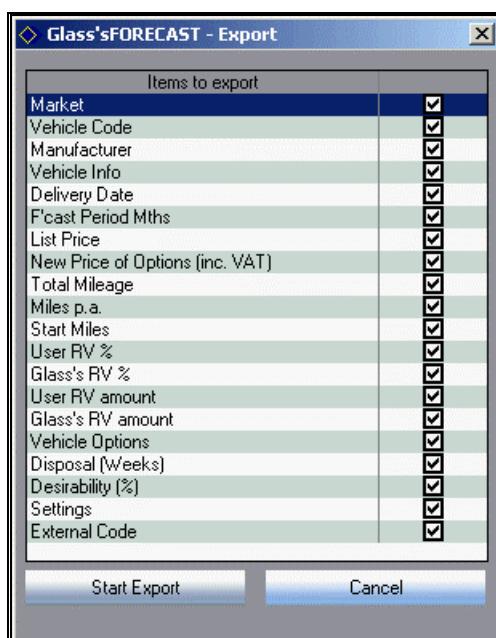
Single click on the relevant settings e.g. 10,000 miles at 24 months

Single click “Use Chosen Settings”

This returns back to Current Forecast Settings: New Setting

Single click on “Forecast and Export” tab, click on Yes if you have completed all settings or No to reselect

The fields to be exported are displayed. The user can deselect items as desired



Single click “Start Export”

Name, then select the file location

Import and Export

Export

Activate the vehicle selection.

Open the drop down box in the upper left corner and select a market from which you want to choose a vehicle e.g. United Kingdom

Select Vehicles then bring them into the vehicle basket.

Activate the tab “**Vehicle List**”

All vehicles of the vehicle basket are shown in a list, forecast values are shown as well.



Click on the button “**Export**” or open the menu “**File - Export**”.

A dialog box will open, where you can enter a file name and select a directory which shall be used to store the exported data. Vehicle information and forecast values will be exported. A selection from predefined fields can also be made.



The export file will be saved in **.CSV**-format.

Import



Click on the button “**Import**” or open the menu “**File – Import**”

A dialog box will open, where you can select a directory and the file to be imported. Vehicle codes can be imported.

The file format of the import file is **.CSV**.

After the import is finished, the system will open the tab “**Vehicle List**” and show the imported vehicles with their currently calculated residual values (based on the current settings).

File description :

File-Format : ASCII

Field-Separator : „;“

Character-Fields : shall begin and end with quotation marks

Character-Set : Windows-ANSI

Record-Separator : CRLF

Default-Filename : avImpNATCODE.csv

Data structure :

Field name	Type	Length	Decimal places	Comments
Market	C	2	0	See below
NatCode	C	13	0	Vehicle code
NatCodeProvider	C	10	0	See below

Comments :

Data types : C = Character, N = numeric, D = Date (YYYYMMDD)

Decimal places : are included in length

(example: Length = 10, decimal places = 2 means 7 places left of decimal point/decimal comma)

Valid values for Market are :

GB = England

DE = Germany

Valid values for NatCodeProvider are :

GLA = Eurotax (indicates that imported vehicle codes are Glass's codes)

ETS = EurotaxSchwacke (indicates that imported vehicle codes are Schwacke-Codes)

If more information about import files is required please contact the Hotline.

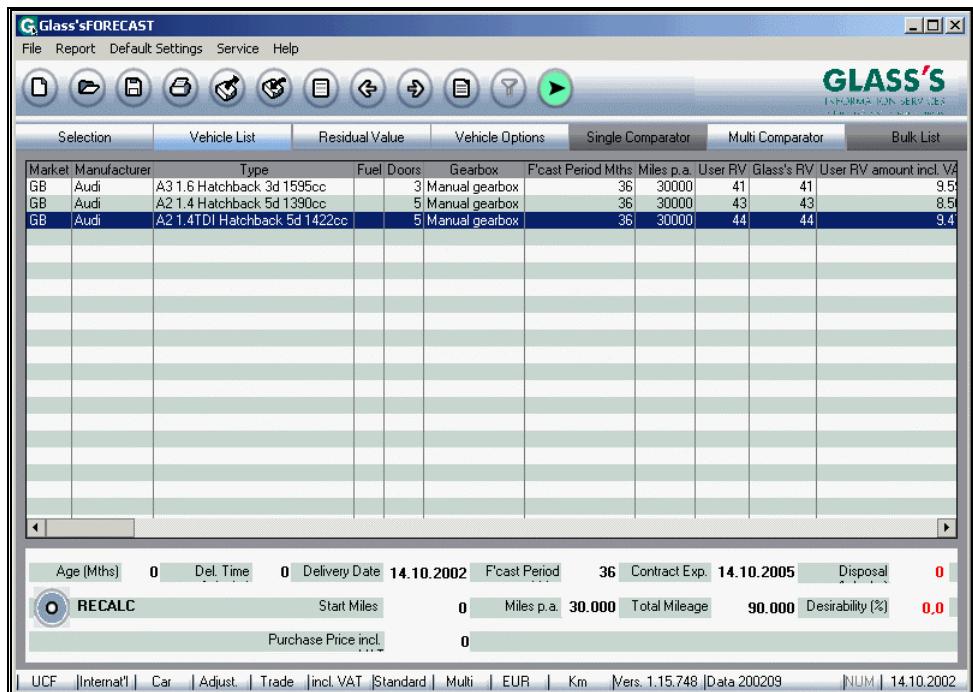
Reports

Forecast Reports

You have the facility to print various reports of vehicle forecasts.

Report Vehicle List

If you have activated the “Vehicle List” tab



The screenshot shows the Glass's FORECAST software interface. The window title is "Glass's FORECAST". The menu bar includes "File", "Report", "Default Settings", "Service", and "Help". The toolbar contains various icons for file operations like Open, Save, Print, and Filter. The main area has tabs: "Selection", "Vehicle List" (which is selected and highlighted in blue), "Residual Value", "Vehicle Options", "Single Comparator", "Multi Comparator", and "Bulk List". Below these tabs is a table with vehicle data. The table columns are: Market, Manufacturer, Type, Fuel, Doors, Gearbox, F'cast Period Mths, Miles p.a., User RV, Glass's RV, User RV amount incl. VAT. The table data shows three rows for Audi vehicles: A3 1.6 Hatchback 3d 1595cc, A2 1.4 Hatchback 5d 1390cc, and A2 1.4TDI Hatchback 5d 1422cc. At the bottom of the software window, there are input fields for "Age (Mths)", "Del. Time", "Delivery Date" (set to 14.10.2002), "F'cast Period" (set to 36), "Contract Exp." (set to 14.10.2005), "Disposal" (set to 0), and buttons for "RECALC", "Start Miles" (0), "Miles p.a." (30.000), "Total Mileage" (90.000), and "Desirability (%)" (0.0). The status bar at the bottom shows "UCF", "Internat'l", "Car", "Adjust.", "Trade", "incl. VAT", "Standard", "Multi", "EUR", "Km", "Vers. 1.15.748", "Data 200209", "NUM", and "14.10.2002".



you can print the listed vehicles by activating the button or via file-menu “File print - Ctrl+P”.

The system will collect all necessary information about the forecasted vehicles and print the Eurotax FORECAST - Forecast List - basic view.

Via file-menu “File preview” the Adobe Acrobat Reader can be started and a preview be shown.

Glass's Forecast - Report											Forecast-List - Basic View						User : admin	
Vehicle Code	Manufact	Model Name, Trim	Tran	Fuel	kW, Engine Capacity, Body Style, Drive Type, Cylinder			Market	Cost New	Purchase Price	User RV %	Glass's RV %	User RV amount	Glass's RV amount	Month	Miles p.a.		
029557001	Audi	A3 1.6 Hatchback 3d 1 M			75 kW, 1995 cm ³ , Front wheel drive, 4 Cyl.			GB	23.328	0	42	42	9.861	9.861	0	30.000		
074795001	Audi	A2 1.4 Hatchback 5d 1 M			56 kW, 1390 cm ³ , Front wheel drive, 4 Cyl.			GB	20.000	0	44	44	8.803	8.803	0	30.000		
074792001	Audi	A2 1.4TDI Hatchback 5 M			56 kW, 1422 cm ³ , Front wheel drive, 3 Cyl.			GB	21.600	0	45	45	9.734	9.734	0	30.000		

Forecast	36 Months
Parameters	Retail/Trade, Trade, FC Type: UCF, Nat: International, Car:Car

Page : 1 01.09.2002

The report can be saved in PDF-format via Adobe Acrobat Reader's file-menu.

Report Residual Value

If you have activated the “Residual Value” tab

GB Audi A2 1.4TDI Hatchback 5d 1422cc												<input type="radio"/> Percent		<input checked="" type="radio"/> Amount		
Manual gearbox																
Months												Disposal				
km/yr	Glass's	User	Glass's	Glass's	User	Glass's	User	Glass's								
10.000	20.013	20.013	17.914	17.914	16.165	16.165	14.442	14.442	13.043	13.043	11.629	11.629	10.392	10.392	10.392	10.392
20.000	19.818	19.818	17.563	17.563	15.694	15.694	13.886	13.886	12.422	12.422	10.970	10.970	9.648	9.648	9.648	9.648
30.000	19.448	19.448	16.906	16.906	14.814	14.814	12.846	12.846	11.258	11.258	9.734	9.734	8.362	8.362	8.362	8.362
40.000	19.078	19.078	16.251	16.251	13.933	13.933	11.806	11.806	10.933	10.933	8.498	8.498	7.077	7.077	7.077	7.077
50.000	18.709	18.709	15.594	15.594	13.051	13.051	10.765	10.765	8.926	8.926	7.261	7.261	5.790	5.790	5.790	5.790
60.000	18.339	18.339	14.938	14.938	12.171	12.171	9.725	9.725	7.762	7.762	6.026	6.026	4.506	4.506	4.506	4.506
70.000	17.966	17.966	14.280	14.280	11.290	11.290	8.685	8.685	6.597	6.597	4.789	4.789	3.219	3.219	3.219	3.219
80.000	17.597	17.597	13.626	13.626	10.408	10.408	7.642	7.642	5.430	5.430	3.552	3.552				
90.000	17.227	17.227	12.968	12.968	9.526	9.526	6.602	6.602	4.267	4.267	2.315	2.315				



you can print the shown forecast matrix by activating the button or via file-menu “File print - Ctrl+P”.

The system will collect all necessary information about the matrix of the current vehicle and print the Eurotax FORECAST Report - RV matrix.

Via file-menu “File preview” the Adobe Acrobat Reader can be started and a preview be shown.

Glass's Forecast - Report / Used Car Forecast RV Matrix / Amount / Adjust / Trade / incl.VAT														User : admin						
KMyear	Audi A2 1.4TDI Hatchb		GB, 56 kW, 1422 Engine Capacity, Front wheel drive, Manual gearbox, 3 Cylinder																	
	6 Months	12 Months	18 Months	24 Months	30 Months	36 Months	42 Months	48 Months	54 Months	60 Months	66 Months	72 Months	84 Months	96 Months	120 Months					
10.000	20.013	20.013	17.914	17.914	16.165	16.165	14.442	14.442	13.043	13.043	11.629	11.629	10.392	10.392	9.214	9.214	8.205	8.205	7.173	7.173
20.000	19.818	19.818	17.563	17.563	15.694	15.694	13.886	13.886	12.422	12.422	10.976	10.976	9.648	9.648	8.416	8.416	7.373	7.373	6.341	6.341
30.000	19.448	19.448	16.906	16.906	14.814	14.814	12.649	12.649	11.258	11.258	9.734	9.734	8.362	8.362	7.117	7.117	6.075	6.075	5.082	5.082
40.000	19.078	19.078	16.251	16.251	13.933	13.933	11.806	11.806	10.093	10.093	8.498	8.498	7.077	7.077	5.818	5.818	4.776	4.776	3.824	3.824
50.000	18.709	18.709	15.594	15.594	13.061	13.061	10.765	10.765	8.926	8.926	7.261	7.261	5.790	5.790	4.520	4.520	3.478	3.478	2.565	2.565
60.000	18.339	18.339	14.938	14.938	12.171	12.171	9.725	9.725	7.782	7.782	6.026	6.026	4.506	4.506	3.219	3.219				
70.000	17.968	17.968	14.280	14.280	11.290	11.290	8.685	8.685	6.597	6.597	4.789	4.789	3.219	3.219						
80.000	17.597	17.597	13.626	13.626	10.406	10.406	7.642	7.642	5.430	5.430	3.552	3.552								
90.000	17.227	17.227	12.968	12.968	9.526	9.526	6.602	6.602	4.287	4.287	2.315	2.315								
30.000	19.448	19.448	16.806	16.806	14.814	14.814	12.846	12.846	11.258	11.258	9.734	9.734	8.362	8.362	7.117	7.117	6.075	6.075	5.082	5.082
Forecast	36 Months, 30.000 Miles p.a.														9.734	9.734				
Parameters	Retail/Trade, Trade, FC Type: UCF, Nat: International, Car, Car, Calc: Adjust, Val Type: Amount, VAT: incl.VAT																			

Page : 1

01.09.2002

The report can be saved in PDF-format via Adobe Acrobat Reader's file-menu.

Report Vehicle Options

If you have activated the "Vehicle Options" tab

GB Audi A2 1.4TDI Hatchback 5d 1422cc Manual gearbox																																															
Option Depreciation Method		<input checked="" type="radio"/> As Glass's <input type="radio"/> As 0 %																																													
Colour Adjustment		Good	Bad	Other	User	0	0	0	Neutral	Glass's	264	-264	0																																		
Seasonality on/off		On	Off																																												
Cost New (excl. VAT)			18.382,98																																												
New Price of Options (excl. VAT)			0,00																																												
Cost New inc. Options (excl. VAT)			18.382,98																																												
National Car Taxes			0,00																																												
VAT			3.217,02																																												
Total Cost New (inc. Options/VAT)			21.600,00																																												
<table border="1"> <tr> <td><input type="checkbox"/> 6 CD Autochanger</td> <td>640</td> </tr> <tr> <td><input checked="" type="checkbox"/> Air Bag Passenger ()</td> <td>Standard</td> </tr> <tr> <td><input checked="" type="checkbox"/> Anti-Lock Brakes ()</td> <td>Standard</td> </tr> <tr> <td><input type="checkbox"/> Climate Control</td> <td>1.280</td> </tr> <tr> <td><input type="checkbox"/> Cruise Control</td> <td>477</td> </tr> <tr> <td><input type="checkbox"/> Electronic Climate Control</td> <td>2.000</td> </tr> <tr> <td><input type="checkbox"/> Front Fog Lights</td> <td>200</td> </tr> <tr> <td><input type="checkbox"/> Leather Upholstery</td> <td>1.912</td> </tr> <tr> <td><input type="checkbox"/> Paint Metallic</td> <td>760</td> </tr> <tr> <td><input type="checkbox"/> Paint Pearl Effect</td> <td>760</td> </tr> <tr> <td><input checked="" type="checkbox"/> Power-Assisted Steering ()</td> <td>Standard</td> </tr> <tr> <td><input type="checkbox"/> Rear Electric Windows</td> <td>328</td> </tr> <tr> <td><input type="checkbox"/> Satellite Navigation</td> <td>2.080</td> </tr> <tr> <td><input type="checkbox"/> Satellite Navigation Plus</td> <td>3.480</td> </tr> <tr> <td><input checked="" type="checkbox"/> Seat Height Adjustment (Driver/Passenger)</td> <td>Standard</td> </tr> <tr> <td><input checked="" type="checkbox"/> Traction Control System ()</td> <td>Standard</td> </tr> </table>																<input type="checkbox"/> 6 CD Autochanger	640	<input checked="" type="checkbox"/> Air Bag Passenger ()	Standard	<input checked="" type="checkbox"/> Anti-Lock Brakes ()	Standard	<input type="checkbox"/> Climate Control	1.280	<input type="checkbox"/> Cruise Control	477	<input type="checkbox"/> Electronic Climate Control	2.000	<input type="checkbox"/> Front Fog Lights	200	<input type="checkbox"/> Leather Upholstery	1.912	<input type="checkbox"/> Paint Metallic	760	<input type="checkbox"/> Paint Pearl Effect	760	<input checked="" type="checkbox"/> Power-Assisted Steering ()	Standard	<input type="checkbox"/> Rear Electric Windows	328	<input type="checkbox"/> Satellite Navigation	2.080	<input type="checkbox"/> Satellite Navigation Plus	3.480	<input checked="" type="checkbox"/> Seat Height Adjustment (Driver/Passenger)	Standard	<input checked="" type="checkbox"/> Traction Control System ()	Standard
<input type="checkbox"/> 6 CD Autochanger	640																																														
<input checked="" type="checkbox"/> Air Bag Passenger ()	Standard																																														
<input checked="" type="checkbox"/> Anti-Lock Brakes ()	Standard																																														
<input type="checkbox"/> Climate Control	1.280																																														
<input type="checkbox"/> Cruise Control	477																																														
<input type="checkbox"/> Electronic Climate Control	2.000																																														
<input type="checkbox"/> Front Fog Lights	200																																														
<input type="checkbox"/> Leather Upholstery	1.912																																														
<input type="checkbox"/> Paint Metallic	760																																														
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<input checked="" type="checkbox"/> Power-Assisted Steering ()	Standard																																														
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<input checked="" type="checkbox"/> Traction Control System ()	Standard																																														



you can print the shown vehicle options by activating the button or via file-menu "File print - Ctrl+P".

The system will collect all necessary information about the vehicle options of the current vehicle and print the Eurotax FORECAST - Report Vehicle Options.

Via file-menu "File preview" the Adobe Acrobat Reader can be started and a preview be shown.

AutoVista - Report		VehicleOptions	User :Musterfirma
Vehicle Details	VehType	GB, 1.6 Sport Hatchback 3d 1595cc auto	
Body			
ccm	0,00		
KW	0,00		
Fuel			
Gearbox	Automatic transmission		
Cylinder	0,00		
DriveType			
ColCat	0		
ListPrice	14.038		
OPTIONSPRICE	1.865		
TotalBasePrice	0		
Forecast			
Parameters	/		
EQTMAINGRP	AVText	AVText	ADDPrice1
		7Jx16in Six Spoke Design Alloy Wheels (Std)	1 1.200
		New Style Fog Lights Integrated into Front Apron	1 200
		Symphony Radio with 6 Front Loading CD	1 465

The report can be saved in PDF-format via Adobe Acrobat Reader's file-menu.

Report Single Comparator

If you have activated the "Single Comparator" tab

Single Comparator			
Market	GB	D	
Manufacturer	Audi	AUDI	
Type	A3 1.6 Hatchback 3d 1595cc	A3 1.6 Attraction	
Start/End	01.07.2001 -	01.08.2000 -	
Body Style/Doors	/3	/3	
cc	1595	1595	
kW/HP	75/101	75/102	
Fuel		Benzin	
Transmission/Gears	Manual gearbox/5	Manuelles Getriebe/5	
Cylinder	4	4	
Drive Type/Engine Position	Front wheel drive/	Vorderradantrieb/	
			Difference
			Amount %
Cost New	19.248,28	15.775,86	-3.472,41 -18
Options Price	0,00	0,00	0,00
Cost New incl. Options	19.248,28	15.775,86	-3.472,41 -18
National Car Taxes	0,00	0,00	0,00
VAT	3.079,72	2.524,14	-555,59 -18
Total Cost New (inc. Options/VAT)	22.328,00	18.300,00	-4.028,00 -18
Forecast Residual Value (amount)	0,00	10.172,00	10.172,00
Forecast Residual Value (percent)		56	56



you can print the screen by activating the button or via file-menu "File print - Ctrl+P".

The system will collect all necessary information about the compared vehicles and print the Eurotax Forecast Forecast List - Single Comparator.

Via file-menu "File preview" the Adobe Acrobat Reader can be started and a preview be shown.

AutoVista - Report		Forecast-List - Single Comparator						User: Musterfirma	
		Benchmarked Vehicle		GB		GB			
Market	GB	GB		GB		GB			
Manufacturer	Audi	Audi		Audi		Audi			
Type	1.9 TDI 100 SE Hatchback 5d 1896cc	1.6 SE Hatchback 3d 1595cc		1.8 Hatchback 5d 1781cc					
Begin of Commerc - End of Commerc	07/2001	07/2001		07/2001					
Body / Doors	/5	/3		/5					
ccm	1896	1595		1781					
KW / HP	74,6 / 100	75,3 / 101		93,2 / 125					
Fuel	Manual gearbox	Manual gearbox		Manual gearbox					
Gearbox	4	4		4					
Cylinder	Front wheel drive /	Front wheel drive /		Front wheel drive /					
Drive Type / Engine Position		Price	Diff. Price	Diff. %	Price	Diff. Price	Diff. %		
	14.826	13.332	-1.494	-11,2	13.349	-1.477	-11,1		
List Price	1.370	0	-1.370	0,0	0	-1.370	0,0		
Options Price	16.196	13.332	-2.864	-21,5	13.349	-2.847	-21,3		
Total Base Price	0	0	0	0,0	0	0	0,0		
National Car Taxes	0	0	0	0,0	0	0	0,0		
National VAT	0	0	0	0,0	0	0	0,0		
Total retail price	nn	nn		nn					
nn	nn	nn		nn					
nn									
Forecast									
Parameters	/								

The report can be saved in PDF-format via Adobe Acrobat Reader's file-menu.

Report Multi Comparator

If you have activated the “**Multi Comparator**” tab

Market	GB	GB	GB
Manufacturer	Audi	Audi	Audi
Type	A3 1.6 Hatchback 3d 1595cc	A3 1.6 Hatchback 3d 1595cc auto	A3 1.6 Hatchback 5d 1595cc
Start/End	01.07.2001 -	01.07.2001 -	01.07.2001 -
Body Style/Doors	/3	/3	/5
cc	1595	1595	1595
kW/HP	75/101	75/101	75/101
Fuel			
Transmission/Gears	Manual gearbox/5	Automatic transmission/4	Manual gearbox/5
Cylinder	4	4	4
Drive Type/Engine Position	Front wheel drive/	Front wheel drive/	Front wheel drive/
		Difference	Difference
		Amount %	Amount %
Cost New	19.002,55	20.691,06 1.688,51 9	19.846,81 844,26 4
Options Price	0,00	0,00 0,00	0,00 0,00
Cost New incl. Options	19.002,55	20.691,06 1.688,51 9	19.846,81 844,26 4
National Car Taxes	0,00	0,00 0,00	0,00 0,00
VAT	3.325,45	3.620,94 295,49 9	3.473,19 147,74 4
Total Cost New (inc. Options/VAT)	22.328,00	24.312,00 1.984,00 9	23.320,00 992,00 4
Forecast Residual Value (amount)	9.164,80	9.841,60 676,80 7	9.435,20 270,40 3
Forecast Residual Value (percent)	41	40 -1 -1	40 -1 -1



you can print the screen by activating the button  or via file-menu “**File print - Ctrl+P**”.

The system will collect all necessary information about the compared vehicles and print the Eurotax FORECAST - Forecast List - Multiple Comparator.

Via file-menu “**File preview**” the Adobe Acrobat Reader can be started and a preview be shown.

Glass's Forecast - Report		Forecast-List - Multiple Comparator			User : admin	
Market		Benchmarked Vehicle				
Market		GB			GB	
Manufacturer		Audi			Audi	
Model Name, Trim		A2 1.4TDI Hatchback 5d 142cc			A3 1.6 Hatchback 3d 159cc	
Start - End		07/2000 - 06/2001			09/1998 - 08/2000	
Body Style / Doors		/ 5			/ 3	
Engine Capacity		1422			1595	
kW / HP		56 / 75			75 / 101	
Fuel						
Transmission		Manual gearbox			Manual gearbox	
Cylinder		3			4	
Drive Type / Engine Position		Front wheel drive /			Front wheel drive /	
		Price	Diff. Price	Diff %	Price	Diff. Price
List Price		18.383	19.854	1.471	8	17.021
Options Price		0	0	0	0	0
Total Base Price		18.383	19.854	1.471	8	17.021
National Car Taxes		0	0	0	0	0
VAT		3.217	3.474	257	8	2.979
Total Retail Price		21.600	23.328	1.728	8	20.000
FC RV (amount)		9.734	9.861	126	1	8.803
FC RV (percent)		45	42	-3	-6	44
Forecast		36 Months				
Parameters		Retail/Trade, Trade, FC Type: UCF, Nat.: International, Car, Car				

Page : 1

01.09.2002

The report can be saved in PDF-format via Adobe Acrobat Reader's file-menu.

General Reports

Select **“Reports”** in the menu line to view editorials and market trends written by Eurotax editorial teams and LMC. You can print the offered reports via file-menu **“File print - Ctrl+P”**.

The system will collect all necessary information, start the Adobe Acrobat Reader and show a preview of the chosen report.

The report can be printed out or saved in PDF-format via Adobe Acrobat Reader's file-menu.

Charts

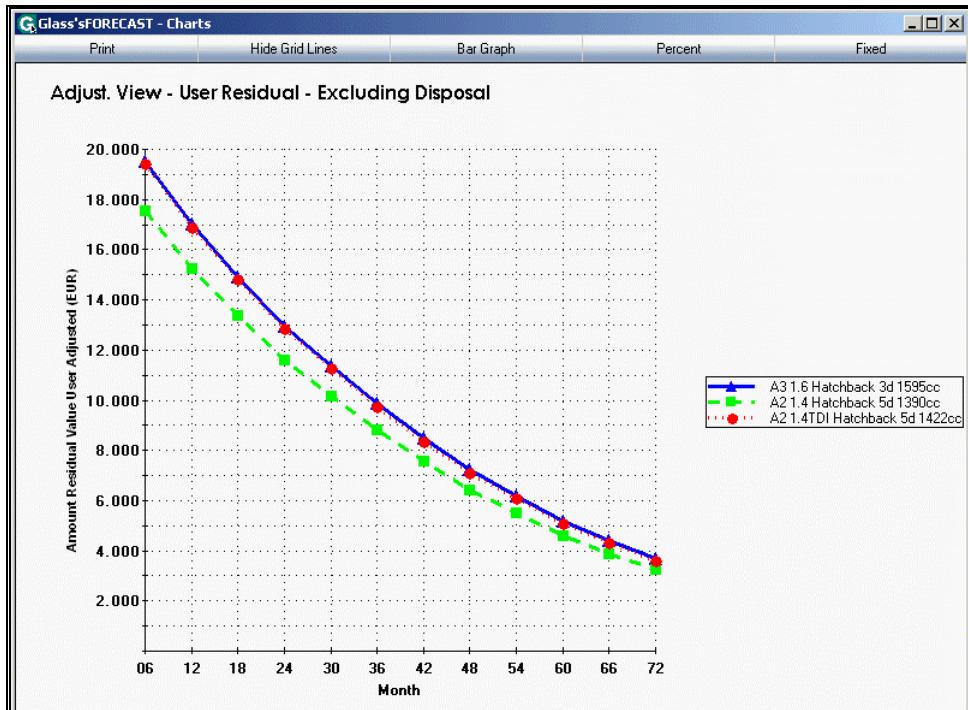
Vehicle List Chart

You can see the residual values of the Vehicle List plotted on a chart.



If you have activated the “**Vehicle List**” tab, click the button for the display of a chart of all vehicles of the vehicle list.

The system will collect all necessary information, open a new window and show the course of the residual values of all vehicles of the vehicle list.



Via “**Print**” the Chart will be printed on your installed printer.

If you do not want to see the grid lines, click the tab “**Hide Grid Lines**” and the according Chart is shown.

You can also change the type of chart. With clicking the tab “**Bar Chart**” you switch the display from lines to bars.

With clicking the tab “**Amount**” resp. “**Percent**” you can switch between shown values as amounts or values in percent.

With clicking the tab “**Fixed**” resp. “**Adjust.**” you can switch between the display of forecasts based on Eurotax data and on Eurotax + user adjustments.

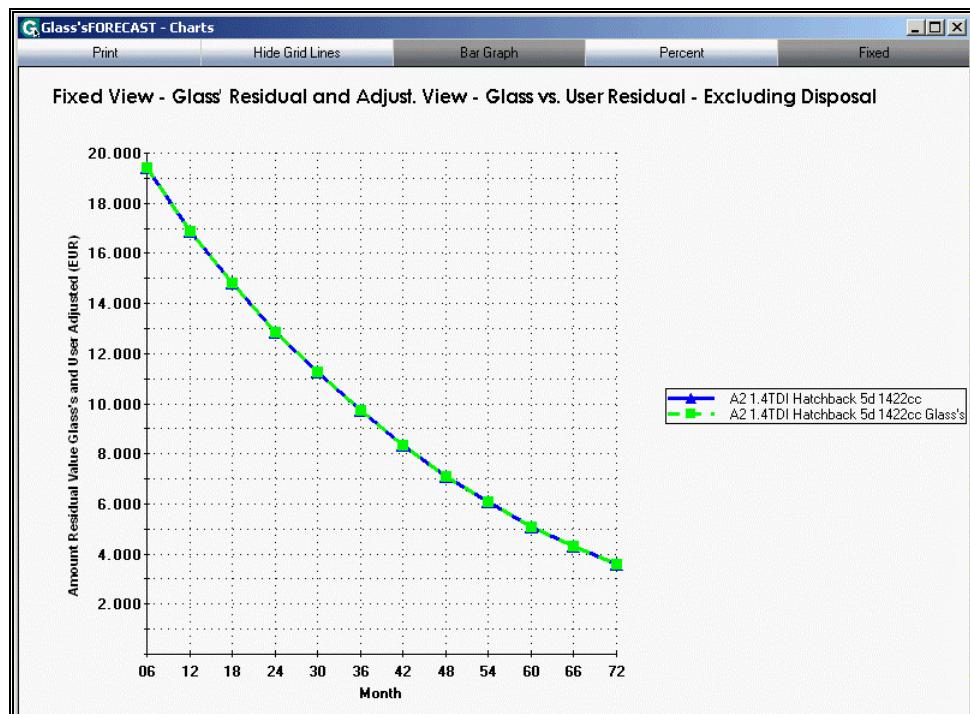
Residual Value Chart

You can see the residual values of the tab “Residual Value” plotted on a chart.



If you have activated the “**Residual Value**” tab, click the button for the display of the current vehicle.

The system will collect all necessary information, open a new window and show the course of the Eurotax and user adjusted residual values of the current vehicle.



Via “**Print**” the chart will be printed on your installed printer.

If you do not want to see the grid lines, click the tab “**Hide Grid Lines**” and the according chart is shown.

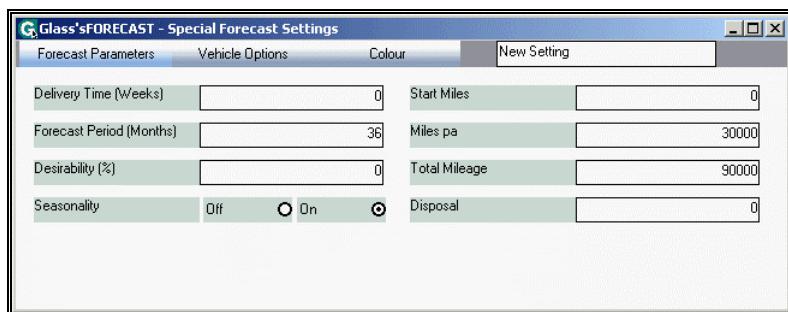
With clicking the tab “**Amount**” resp. “**Percent**” you can switch between shown values as amounts or values in percent.

Default Settings

Forecast settings

Forecast parameters

Activate “Default Settings - Forecast Settings - Edit Settings” and the “Forecast parameters” tab.

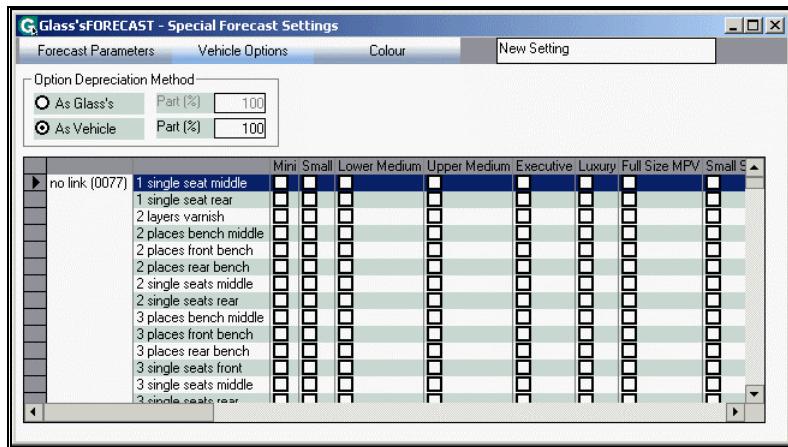


The shown settings are default parameters for all vehicles within the application.

Del Time (weeks)	Delivery time for the new vehicle (only available for new vehicles)
Forecast Period (Mths)	Forecast period in months
Desirability	Percentage input field (from -20 up to +20) to increase or reduce the forecast value according to the entered value.
Seasonality	Seasonality is a calculation method dependent on seasons and can be switched on and off.
Start Miles	Start mileage at the time of the forecast
Miles p.a.	Planned miles per year
Total Mileage	Start mileage (if applicable) plus miles p.a. multiplied by Forecast Period divided by 12 (mths)
Disposal (Weeks)	Number of weeks before the vehicle is to be disposed

Vehicle options

Activate “Default Settings - Forecast Settings - Edit Settings“ and the “Vehicle Options” tab.



The Option Depreciation Method can be chosen:

1. as Vehicle
2. as Glass's
3. part (%)

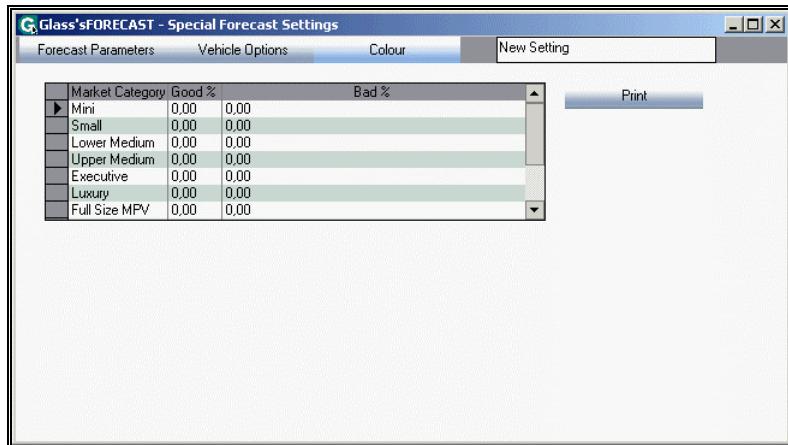
Calculation example:

Options have a value of 5.000 Euro and a residual value of 50 % = 2.500 Euro. If you choose “**as Vehicle**” and type in 50% , the marked options have a residual value of 1.250 Euro.

If you choose “**as Glass's**”, the residual value is not 1.250 Euro, but will be calculated in a special way.

Vehicle colours

Activate “**Default Settings - Forecast Settings - Edit Settings**“ and the “**Vehicle colours**”.



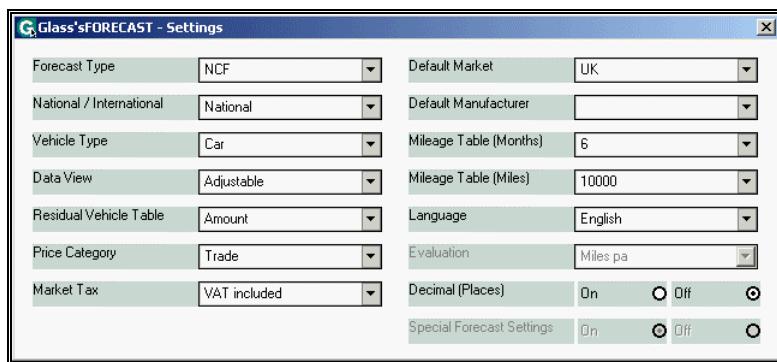
The influence the vehicle colour has on the resale value may here be set to positive or negative for every vehicle class. The user can type in percentages in order to increase the residual values in case of a good colour or reduce them in case of a bad one.

New Setting

All forecast settings that have been made can be saved by typing a name into the field “**New Setting**” in the upper right corner of the window.

Application Settings

Activate „Default Settings - Application Settings“.



The shown settings are default parameters for the application dependent on the user.

Forecast Type	New Car Forecast or Used Car Forecast
National / International	National oder international
Vehicle Type	Car or light commercial vehicles
Data View	Fixed or Adjust.
Residual Vehicle Table	Amount or Percent
Price Category	Trade or Retail Price
Market Tax	Excl. or incl. VAT
Default Market	Standard market after program start
Default Manufacturer	Standard manufacturer after program start
Mileage Table (Months)	Step by step setting for the residual values matrix
Mileage Table (Miles)	Step by step setting for the residual values matrix
Language	Standard language of the User
Evaluation	Evaluation parameters (Miles p.a or Mileage total)
Decimal Places	Decimal places on or off
Special Settings	Setting for considering the Forecast Settings

Service

Economic Factors

Activate “**Service - Economic Factors**”. The following window will open:

Glass's FORECAST - Econometric Factor					
Print		United Kingdom			
Econometric	Years	Months	Inflations	Factor	▲
CAR	1996	2		-12.94	
		5		-11.85	
		8		-11.67	
		11		-11.15	
	1997	2		-10.64	
		5		-9.48	
		8		-8.62	
		11		-7.87	
	1998	2		-7.58	
		5		-5.85	
		8		-5.56	
		11		-5.15	
	1999	2		-5.56	
		5		-4.52	
		8		-4.46	
		11		-3.77	
	2000	2		-3.37	
		5		-1.58	
		8		-1.4	
		11		-0.77	
	2001	2		0.89	
		5		0.33	
		8		0.38	
		11		0.22	
	2002	2		0	
		5		1.63	
		8		1.75	
		11		2.41	

Here you can see the inflation factors on which the forecasts are based.

You can print the data by clicking the button “Print”.

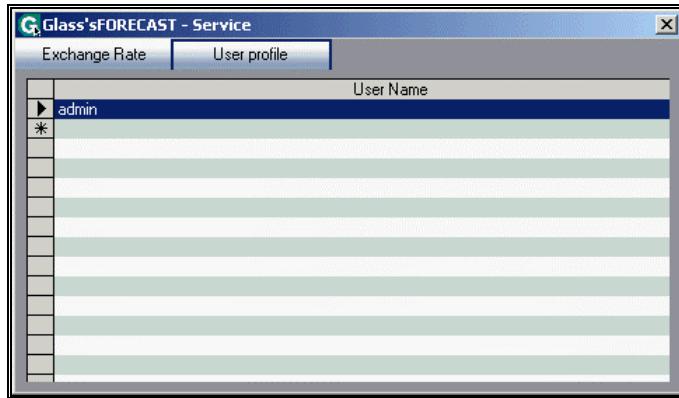
Exchange Rates

Activate “Service - Exchange Rates”. The following window will open:

All available currencies are shown in the first column “**Currency**” of the table. The user has to type in the needed according exchange rates in the second column “**Calculations Factor**”.

User Profiles

Activate “Service - User Profiles”. The following window will open:



Users can be added by doubleclick the "Left Mouse"-button on the appropriate table.

The password for the user enter you when logging in. There it can be change.

Closing the screen will save the entries.

Help

Getting Help

In the menu line click on “**Help**” and then on “**,,Help F1**”. **Help** will start and show an overview and a list of topics. The index can be used to search for information.

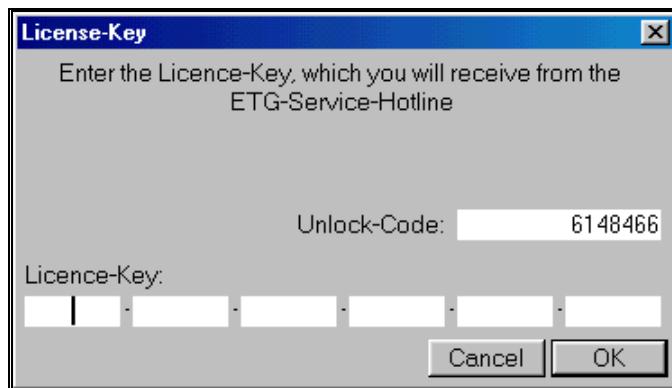
To activate **Help** at any time in the system, press „**F1**“ on your keyboard.

To close Help press “**ESC**” or click on the “**X**”-button in the upper right corner of the Help window.

Double click the file: Installationdrive:\program\EurotaxFORECAST\Avtovista_EN.pdf. The entire help document will open, this can then be printed.

Licence

In case you bought a new licence and you want to adapt the program licence, activate the menu option “**Help – Licence**”.



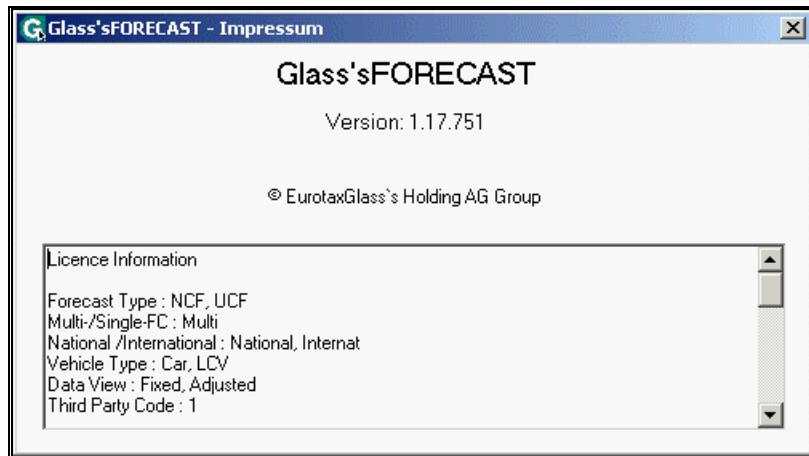
Call the ETG-Service-Hotline and you will get a Licence-Key which is fitting to the shown Unlock-Code.

Enter the Licence-Key and confirm by clicking **OK**.

(Otherwise click on **Cancel**.)

Info

Activate the menu option “Help – Info”.



A licence information dependent on the bought licence is shown.

Index

A

Add a vehicle to an existing vehicle selection	13
Add all types of one model to an existing vehicle selection	13
Adjustments	12, 17, 25, 32, 39, 61
Application Settings	64

B

Basic design of the screen	9
Bulk Forecast	48

C

Change predefined forecast parameters for a vehicle on the Residual Value	14
Change predefined forecast parameters for a vehicle on the Vehicle List	14
Change predefined forecast parameters for several vehicles on the Vehicle List	14
Change the colour calculation for a vehicle Vehicle Options	15
Change the desirability for a vehicle Residual Value	15
Change vehicle options for a vehicle Vehicle Options	15
Chart Residual Value	61
Charts	16, 25, 60
Colour	23, 31, 38, 45, 63
Compare a vehicle type over several countries (Single Comparator)	15
Compare several vehicle types (Multi Comparator)	15

D

Default Settings	62
Delete a singel vehicle from the Vehicle basket	13
Description of the processes	17
Desirability	15, 21, 29, 36, 43
Display a chart of the residual values matrix for a vehicle	16

Display a chart on basis of the vehicle list	16
Display a quote for calculating a forecast	16
Disposal	21, 28, 36, 43, 62

E

Economic Factors	65
Exchange Rates	65
Export	52

F

Forecast a vehicle over serveral (Multi Forecast)	14
Forecast parameters	62
Forecast Parameters	14, 21, 29, 36, 43
Forecast Period	20, 28, 35, 43
Forecast Reports	54
Forecast settings	62

G

General information about Glass's Forecast	7
Getting Help	67

H

Help	67
Help Desk Support	5

I

Import	52
Import and Export	52
Info	68

L

Licence	67
---------	----

M

Menu line	9
Multi Comparator	15, 31, 46, 58
Multi Selection New Cars	25
Multi Selection Used Cars	39
Multiselection Bulk	46

N

New Car Forecast	17
New Setting	63

O

Opening a forecast 17, 25, 32, 39

P

Preface 5
 Print a residual values list 16
 Print a Residual Values matrix for a Vehicle 16
 Program overview 7

Q

Quick Reference 13
 Quote 11, 16, 22, 30, 37, 45

R

Recalc 14, 21, 28, 36, 43
 Report Multi Comparator 58
 Report Residual Value 55
 Report Single Comparator 57
 Report Vehicle List 54
 Report Vehicle Options 56
 Reports 54
 Reports - General 59
 Residual Value 14, 23

S

Saving a forecast 19, 27, 34, 42
 Selection 17, 25, 32
 Service 65
 Single Comparator 15, 24, 38, 57
 Single Selection New Cars 17
 Single Selection Used Cars 32
 Sorting 11
 Starting Glass's Forecast 8
 Statusbar 12

T

Toolbar 1 11
 Toolbar 2 11

U

Used Car Forecast 32, 46
 User Interface Description 9
 User Profiles 66
 Using this manual 6

V

Vehicle Basket 18
 Vehicle Code 52
 Vehicle Info 22, 30, 37, 44
 Vehicle List 19
 Vehicle List Chart 60
 Vehicle options 62

W

Welcome to Glass's Forecast ! 5